

Objectors in Cabinet delay Bill on direct elections

Mr objectors in the Cabinet are delaying publication of the Bill for direct elections to the European Parliament until mid-June, thus embarrassing Mr Callaghan. The four objectors are Mr Foot, Mr Shore, Mr Silkin and Mr Booth.

Embarrassment for Mr Callaghan

Mr Callaghan, Minister of the Environment, is the main force behind the Bill for direct elections to the European Parliament. The Bill is expected to be published in mid-June, but its publication has been delayed by the opposition of four Cabinet ministers: Mr Foot, Mr Shore, Mr Silkin and Mr Booth. Mr Callaghan is the main force behind the Bill, which would allow the British to elect members of the European Parliament. The Bill is expected to be published in mid-June, but its publication has been delayed by the opposition of four Cabinet ministers: Mr Foot, Mr Shore, Mr Silkin and Mr Booth. Mr Callaghan is the main force behind the Bill, which would allow the British to elect members of the European Parliament. The Bill is expected to be published in mid-June, but its publication has been delayed by the opposition of four Cabinet ministers: Mr Foot, Mr Shore, Mr Silkin and Mr Booth.

Thatcher pledge on Scottish assembly

By Michael Hatfield
Political Reporter
Mrs Thatcher, Leader of the Opposition, has had to give a private assurance to Scottish prospective parliamentary candidates that there will eventually be an assembly in Edinburgh.

Mrs Thatcher in her speech reiterated the statement earlier in the week by Mr Pym, Opposition spokesman on devolution, that there had to be an all-party convention and such talks were genuine. The participants would need to be able to talk without having already made up their minds. Shadow ministers have consequently decided to pull back from the previous commitment to a directly elected assembly. When Mrs Thatcher was asked about that by the candidates, who will be from the Conservative Party, she said that it was a general election, she said no one could know what would emerge from all-party discussions but it was clear that a single party could not pass a devolution Bill through Parliament.



Police and distressed onlookers at the wreckage of the helicopter which fell on to a parked Cessna aircraft.

Five killed in air show collision at Biggin Hill

By Michael Horsnell
Five people were killed yesterday at the Biggin Hill air show when a helicopter was in collision with a Tiger Moth and then plummeted on to a parked aircraft waiting to take off. The dead, including two young brothers, were all on board the helicopter which was on a five-minute, £3 a head joy-ride. The collision happened less than 100ft from the ground. The Tiger Moth, which was struck in the fuselage, landed safely though its pilot and passenger were taken to hospital. The pilot of the grounded Cessna aircraft escaped almost unhurt.

The accident happened several hours before the start of the flying display on the last day of the three-day show and shortly after the Tiger Moth had been given clearance to land. An eye-witness said: "The Tiger Moth was approaching to land as the helicopter started its lift up. The helicopter got up between 50ft and 100ft, rising gently, and had just changed into forward flight with both aircraft doing about 60 knots when they collided. There was just a loud bang." The rotor blades of the helicopter snapped off and parts of the wreckage plunged to the ground on to the Cessna. Mr Graham Dew, aged 40, the pilot, was sitting in the aircraft but he escaped with a cut hand and shock. The undercarriage of the Tiger Moth came away in the crash but the pilot managed to make a belly landing. Wreckage from both aircraft was scattered along the runway, which was cordoned off as the inquiry began. Squadron Leader Jock Maitland, chairman of the International Air Fair Committee, said: "This is a very tragic accident and one which should obviously not have happened. We will have to review the safety measures to ensure that this does not happen again. The cause of the accident is inexplicable."

He added: "The Tiger Moth was a visitor. I understand it was flying in formation with another aircraft that has radio. Continued on page 2, col 2

BI chief accuses Mr Ennals of eaking faith over pensions Bill

Mr Ennals, Secretary of State for Social Services, is accused of breaking an agreement given by the Minister of the Environment, Mr Callaghan, to the Confederation of British Industry (CBI) that the Government would not tamper with the White Paper on pensions. Mr Ennals, in a letter to the CBI, said that the Government was now considering the White Paper on pensions. The CBI, in a letter to Mr Ennals, said that the Government had broken its promise not to tamper with the White Paper on pensions. The CBI, in a letter to Mr Ennals, said that the Government had broken its promise not to tamper with the White Paper on pensions. The CBI, in a letter to Mr Ennals, said that the Government had broken its promise not to tamper with the White Paper on pensions.

Refugees jam airports at Maputo and Beira

From Our Correspondent
Lisbon, May 15
Travelers reaching Lisbon from Mozambique report that the airports at Maputo and Beira are jammed with Portuguese families trying desperately to leave the country by tomorrow, the last day when those who have decided not to take Mozambique nationality are legally allowed to stay. After that they are liable to be detained in special camps.

Labour move to allow postmen to strike

By Tim Jones
Labour Reporter
The Government intends to give Post Office workers the right to strike, Mr Tom Jackson, general secretary of the Union of Post Office Workers (UPW), told delegates to his union's eve-of-conference rally at Bournehouse that legislation to enable them to withdraw their labour would be introduced during the next session of Parliament. The move is the culmination of battles waged by the union and the Post Office Engineering Union, sometimes in the courts, to allow them the right other workers have to withdraw their labour. Since the Industrial Relations Act, 1971, gave the right to strike to workers in the gas, water and electricity supply industries, Post Office workers have been almost alone in having no right to take industrial action, severely circumscribed by the criminal law. The legislation will involve amendments to the Post Office Act, 1953, and the Telegraph Act, 1954. The union had met Mr Varley, Secretary of State for Industry, on the issue and had made a strongly worded appeal to the Prime Minister. In his letter to Mr Callaghan, the union said: "Post Office unions alone of all the TUC affiliates can be accused of a criminal act when taking proper constitutional action in a dispute against an employer. This is an intolerable situation for our union. It reduces us to either criminals or slaves." The rally was told by Mr Foot, Leader of the House of Commons, that British people would have few freedoms if they had relied on judges. Mr Foot said that if the freedom of the people, especially trade unionists, had been left to the

Somalis put Briton on trial as spy

Mogadishu, May 15—Miss Jane Wright, a Briton aged 20, will go on trial here on Tuesday for spying, together with a South African woman and two men, informed sources said today. They were all on board a yacht that went aground on the Somali coast last November. The charges carry a maximum death penalty upon conviction. Miss Wright, of Manchester, Miss Christine Hollis, of South Africa, Mr Walter da Rio, a Swiss engineer, and Mr George de Neef, the Dutch owner of the yacht, set sail on November 3 for Malta from the Seychelles in the Indian Ocean. Last Wednesday, Mr Gunderson, the British Charge d'Affaires in Mogadishu, was allowed his first formal consular access to Miss Wright since she and her three companions were detained. He said she appeared to be quite cheerful, had plenty of food, cigarettes and books, and was allowed to receive food parcels and mail from home.—Reuter.

Imatium over C-Parsons rger likely

Imatium is this week expected to be a major factor in the decision of GEC, that unless his agrees to merge with C. A. on the Government's terms, the turbine generators for the Drax B power station will go to the Prime Minister, who told last week that the Drax must be placed without delay. As of other factors, would like the merger and order within a week. Page 12

Katangans in retreat

A Zaire military spokesman said in Kasaji that the Shaba insurgents were in retreat, destroying bridges and mining roads. Government forces, supported by Moroccan troops, were advancing in several areas. Most of Kasaji's civilian population of 3,700 fled into the bush before the mission town fell to Zaire troops. Page 4

Christians and sex

A Roman Catholic psychiatrist challenges many traditional tenets of Christian sexual morality in a book published today. He argues that certain sexual acts, traditionally condemned, have to be reassessed and that not all pre-marital sex can be dismissed as fornication. Page 16

Radicals elect leader

M. Jean-Jacques Servan-Schreiber was yesterday elected president of the Radical Socialist Party in France, after an eclipse of nearly two years. He beat his rival, M. Edgar Faure, the President of the National Assembly, and veteran politician, by 465 votes to 340. Page 4

Ulster talks call

Mr Gerard Fitt, leader of the mainly Roman Catholic Social and Democratic Labour Party, has called for political and constitutional talks to be held after Northern Ireland's local elections on Wednesday. Page 2

Israel's new tank

Israel announced that its 56-ton Charriot tank is now being manufactured. Of original design, based on experience in the Yom Kippur war, it is said to be proof against any ballistic shell. Page 4

es' Jay talks

Mr Jay's telephone call assuring Mr Ramsbottom, the British ambassador in Washington, that he had regained confidence is unlikely to be the Conservative front bench, is expected by last week's as against Sir Peter Shadow's will meet tonight to discuss the question they should adopt at Prime's question time tomorrow. Page 2

STOP PRESS: Ask about our new Dynamic Savings Plan with increasing premiums that automatically top up your regular savings.

Guardian Royal Exchange Assurance

A good name to insure with.

HOME NEWS

More aid councils needed for the retired

Mr. John Roper, Minister of Social Security, said today that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired.

me sombre and smiling benedictioned Danish veterans during their parade in the City of London for the annual remembrance service yesterday.

To rise in value of pensions and other benefits expected this year

Mr. Healy, Minister of Social Security, said today that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired.

Credit Act enables consumers to see files

By Robin Young
Consumer Affairs Correspondent

From today every unsuccessful applicant for credit in Britain has a new right to know why the moneylenders have rejected him. Under the Consumer Credit Act credit reference agencies are compelled to show the information that may have an individual who asks to see his file. Victims of wrong information will be entitled to have it corrected.

Labour call for more autonomy in North

From John Charters
Whitley Bay

Labour Party leaders in the North of England have made it clear that they will support further Government devolution proposals for Scotland only in exchange for greater autonomy for themselves and for their region.

Mr John Hunt explores the frontier between politics and administration

Mr. Henry Hunt, Secretary of the Cabinet, said today that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired. He said that the Government was committed to a policy of "maximum support" for the retired.

Award for Mr Laker

Mr. Freddie Laker, the head of Laker Airways, has been awarded the National Free Enterprise Award made by Aims for Freedom and Enterprise.

Mr Prentice says he should have resigned earlier

By David Wood
Political Editor

Mr. Reg Prentice, the former Labour Minister, said today that he should have resigned earlier. He said that he should have resigned earlier. He said that he should have resigned earlier. He said that he should have resigned earlier.

Gifts from royal tours jubilee exhibition

my Symon

Members of the Royal Family will travel abroad other of state and prime ministers usually present there. The Queen, as the head of the Commonwealth, is expected to keep items that are useful, but the exhibit as models, masks, costumes, are often lent to museums.

Real value of pay fell £1.25 last year

Changes in the real value of take-home pay of an average worker were:	£ a week
December, 1973	62.24
December, 1974	64.89
December, 1975	60.05
December, 1976	58.80
February, 1977	56.52

Treasury, May 4

Rees warning on Channel Isles as tax haven

From Our Correspondent
Alderny

There is no anxiety in Westminster over the administration of the Channel Islands, but an interest in their affairs could be expected if they became a tax haven for the rich.

Soviet attack on Western declaration over Berlin

Moscow, May 15.—Pravda said today that a declaration on Berlin last week by the leaders of the United States, France, Britain and West Germany was an attempt to undermine the four-power agreement covering the city.

Night flights ban

Athens, May 15.—Greek civil aviation authorities decided today to suspend night flights at Athens, Rhodes, Corfu and Salonika airports because of an air controllers' strike, which began on Friday.

Man crushed to death

Rumbeek, Belgium, May 15.—Mr. Michael Mitchell, a Briton aged 30, was crushed to death under a pile of cement-fibre sheets slipping from a crane on his belly while he stood on his trailer directing the loading.

MPs protest at no-jury move

More than sixty Labour MPs from all sections of the party, have protested to Mr. Rees, Home Secretary, about clauses in the Criminal Law Bill that would deprive people of the right to trial by jury on certain charges.

Invalid-car drive

A priest crippled by polio myelitis, the Rev. Alfred Jones, aged 68, set off from Lytham, Lancashire, yesterday, on a 2,000-mile drive in a three-wheel invalid car to prove the Government wrong in declaring the vehicles unsafe.

Journalists vote

Journalists at East Midlands Allied Press, based in Peterborough, are to vote today on whether to accept a peace formula to end the longest dispute in the history of the National Union of Journalists.

Pro-abortion rally

Ten thousand supporters of abortion took part in a rally in Hyde Park, London, on Sunday, calling for the defeat of the abortion Bill introduced by Mr. William Whitely, Conservative MP for Buckingham.

Answers in Parliament

A periodic digest of information given in parliamentary written replies with the sources and dates on which they appeared in Hansard.

Treasury, April 29

Conference costs: Expenditure in 1976-77 by the department of the Treasury on the House and the Press Centre for the 1977 conference amounted to £1,847,000. This includes all supplies and furnishings and a temporary building in the garden of Lancaster House.

Treasury, May 2

Earnings from tourism: Figures for 1976 show earnings from tourism of £1,623m from foreign residents, and expenditure abroad of £1,008m, giving a positive balance of £615m.

Treasury, May 4

Value of sterling: The internal purchasing power of sterling in April, 1975, and in April, 1976, is estimated at about 82 per cent and 68 per cent respectively of its value in April, 1974. The amount required in March, 1977, is estimated to be about 16 per cent of its value in April, 1974.

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From Charles Hargrove
Paris, May 15

Naples gang free son of party leader

Fishermen due to support Brit

From Michael Hornsby
Brussels, Mar 15

In its latest communication to the Council of Ministers, however, the commission has suggested in somewhat vague terms alternative ways in which account could be taken of "the vital needs of local populations particularly dependent on fish-

Kasaji, Zaire, May 15.—

played yesterday spoke broken Portuguese, and said he came from the Ovimbundu tribe of central Angola. "He had been with the rebels and had been told he would be marching on Lubumbashi, the Shaba capital. There was no independent confirmation of this and President Mobutu said he appeared drugged".

Leader of liberal intellectuals dies in California

He had undergone surgery

ty feels that it is denied a fair
ning the territory's future

Now, the German community feels it is being refused a fair hearing in determining the ex-

the hotels have names like home and we intend to stay here as long as possible. We will only leave if an Angkor situation develops here."

the Supreme Court to super- in the important Punjab

structure grows daily. As opposition demonstrators fought the deputy leader of the Assembly and Minister of Agriculture, even said during the battle with the police.

100

A statement issued after the two-day meeting expressed satisfaction with the improved situation in Lebanon and the commitment of all countries that had contributed towards solving its problems.

The ministers also said they hoped the forthcoming Belgrade conference on security and co-operation in Europe would lead to further progress.

ISRAEL NOW Manufacturing

Israel confirmed this weekend that its new tank, the 56-ton Chariot, has been successfully tested and is in serial production. Official

thinking of developing a tank percentage of the causal
of their own after the Six-Day the Yom Kippur war

Note to Arab countries which newspapers here said, accused Egypt of attempting to provoke a armed clash with Libya.—
Reuter.

had occurred at the general election were "a normal fea-

From Jean Inoué
Hanoi, May 15

Bulgaria:

Lyuben Georgiev

Hadji-Dimitrov

By David Watts

Bulgarians wishing to leave their country may face imprisonment for wanting to emigrate.

lowed a few weeks later by the arrest of his wife Anastasia, who had apparently already

leave Bulgaria illegally and with possession of propaganda hostile to the regime. The alleged propaganda is believed to be in the form of letters

now suffers from chronic rheumatism and heart trouble and

plant workers

Maruti's bank accounts have been frozen by the Government to recover loans totalling

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ROSENBERG PAPERS 'IN ARCHIVES OF CZECH COMMUNIST PARTY'

By Peter Nichols
The Czechoslovak Communist Party has acquired a file on Julius Rosenberg, the son of the late Albert Einstein, which contains a detailed biography of the physicist's life and work, according to Mr. Nichols, who is now in Prague.
The file, which was found in the archives of the party, contains a detailed biography of the physicist's life and work, according to Mr. Nichols, who is now in Prague.
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2,000 mourn dissident student in Cracow

Cracow, May 15.—Some 2,000 students and dissident sympathisers today gathered in Cracow to mourn the death of a student who died in mysterious circumstances last week.
The student, who was a member of the Polish underground movement, was found dead in his room in a student hostel in Cracow.
The death of the student, who was a member of the Polish underground movement, was found dead in his room in a student hostel in Cracow.

reek Cypriots deny plot against Turks

Nicosia, May 15.—The Cypriot Government yesterday denied a report that Greek Cypriots were plotting to overthrow the Turkish Cypriot administration.
The report, which was first made public by the Turkish Cypriot press, claimed that Greek Cypriots were planning a coup d'état.
The Cypriot Government, however, stated that the report was completely unfounded and that there was no such plot.

000 warriors tribal fights

At Morogoro, May 15.—At least 10,000 warriors from various tribes were engaged in a series of fights in the Morogoro district of Tanzania.
The fights, which were part of a traditional festival, lasted for several days and drew a large crowd of spectators.
The warriors, who were armed with spears and bows, fought in a series of battles that were watched by thousands of people.

Ioscow warns the West against aiding China

Moscow, May 15.—The Soviet Union has called on other powers not to give aid to China, warning that such aid would be seen as a challenge to Soviet leadership in the East.
The Soviet Union, which has long been a close ally of China, has recently received reports that the West is providing military and economic aid to the Chinese government.
The Soviet Union, however, has expressed its disapproval of such aid, stating that it would undermine its own position in the region.

SPORT

Cricket

Australians tested by Nash and Cordle

By Alan Gibson
The Australians, with seven first innings wickets in hand, were 100 runs behind Glamorgan in the first Test match at Cardiff.
The Australians, who were led by captain Ian Chappell, were tested by the fast bowlers of Glamorgan, who were led by Alan Jones.
The match, which was the first of a three-day series, was a closely fought contest.

Yorkshire steered home by Boycott

By John Woodcock
Cricket Correspondent
Yorkshire, who were led by captain Alan Jones, were 100 runs behind Glamorgan in the first Test match at Cardiff.
The Yorkshire bowlers, who were led by Alan Jones, were tested by the fast bowlers of Glamorgan, who were led by Alan Jones.
The match, which was the first of a three-day series, was a closely fought contest.



Graeme Pollock: bringing South Africa back to public notice.

S Africa to follow ICC line

From Ray Kennedy
Johannesburg, May 15.—The five South African cricketers who have signed a three-year contract with the International Cricket Council (ICC) are expected to follow the ICC line in the future.
The cricketers, who are Graeme Pollock, Barry Richards, and three others, are expected to play for South Africa in the future.
The ICC, which is the governing body of international cricket, has announced that it will accept the five South African cricketers as full members.

Tunnicliffe hits six off last ball for exciting win

Derbyshire's last batsman, Tunnicliffe, hit a dramatic six off the last ball of the match to secure a victory for his team.
The match, which was the first of a three-day series, was a closely fought contest.
Tunnicliffe, who was batting on his own, hit a six off the last ball of the match to secure a victory for his team.

Leicester

Leicester, who were led by captain Alan Jones, were 100 runs behind Glamorgan in the first Test match at Cardiff.
The Leicester bowlers, who were led by Alan Jones, were tested by the fast bowlers of Glamorgan, who were led by Alan Jones.
The match, which was the first of a three-day series, was a closely fought contest.

Derbyshire v Surrey

Derbyshire, who were led by captain Alan Jones, were 100 runs behind Glamorgan in the first Test match at Cardiff.
The Derbyshire bowlers, who were led by Alan Jones, were tested by the fast bowlers of Glamorgan, who were led by Alan Jones.
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Derbyshire v Surrey

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The Derbyshire bowlers, who were led by Alan Jones, were tested by the fast bowlers of Glamorgan, who were led by Alan Jones.
The match, which was the first of a three-day series, was a closely fought contest.

Saturday's scores

County championship
BATH: Somerset 252 for 4, 45 overs. Gloucestershire 103 for 10, 45 overs.
BIRMINGHAM: Warwickshire 103 for 10, 45 overs. Lancashire 103 for 10, 45 overs.
CARDIFF: Glamorgan 103 for 10, 45 overs. Yorkshire 103 for 10, 45 overs.

Derbyshire v Surrey

Derbyshire, who were led by captain Alan Jones, were 100 runs behind Glamorgan in the first Test match at Cardiff.
The Derbyshire bowlers, who were led by Alan Jones, were tested by the fast bowlers of Glamorgan, who were led by Alan Jones.
The match, which was the first of a three-day series, was a closely fought contest.

Rugby Union

Unusual distinction for Brynmor Williams

Masteron, May 15.—The Cardiff scrum half, Brynmor Williams, has achieved an unusual distinction by being the only player to have played for both the British Lions and the Welsh national team.
Williams, who is now 33, was in the Welsh team for the first time in 1954, when he played against the British Lions.
He has since played for the Welsh team on several occasions, and has also played for the British Lions on several occasions.

Tennis

Evidence of rapprochement between ILTF and WCT

From Rex Bellamy
Tennis Correspondent
Dallas, May 15.—Derek Hardwick, of Dorset, president of the International Lawn Tennis Federation (ILTF), has announced that he is in favour of a rapprochement between the ILTF and the World Championship Tennis (WCT) circuit.
Hardwick, who is a former tennis player, has been in Dallas for several days, where he is attending to the affairs of the ILTF.
He has also been in contact with the WCT circuit, and has expressed his interest in finding a way to bring the two circuits together.

Yachting

First taste of success for Golden Apple

By a Special Correspondent
The best English challenger in the Tomatin Trophy series of the Clyde Cruising Club at the weekend was the Golden Apple, a 22-foot ketch owned by J. W. B. Anderson of Southport, Lancashire.
The Golden Apple, which was skippered by J. W. B. Anderson, won the trophy for the first time in its history.
The trophy, which is named after the Golden Apple, is a silver cup that is awarded to the winner of the series.

Athletics

Bedford's return to big time is postponed

David Bedford's big return to the world of athletics has been postponed until next year, as he has been unable to secure a place on the British team for the upcoming championships.
Bedford, who is a former world champion, has been unable to secure a place on the British team for the upcoming championships.
He has, however, been able to secure a place on the British team for the upcoming championships, and he is expected to return to the world of athletics next year.

Shiret shows way for Cambridge

By a Special Correspondent
The Shiret, a 22-foot ketch owned by J. W. B. Anderson of Southport, Lancashire, has won the Tomatin Trophy series of the Clyde Cruising Club at the weekend.
The Shiret, which was skippered by J. W. B. Anderson, won the trophy for the first time in its history.
The trophy, which is named after the Shiret, is a silver cup that is awarded to the winner of the series.

SPORT

Golf

Brabazon success establishes Lyle as outstanding stroke player

By Peter Ryde
Golf Correspondent

That was an interesting 36-hole match, played only by a few spectators, that took place yesterday between Sandy Lyle and John Davies in the final of the Brabazon Trophy at Royal Liverpool. Lyle won comfortably, or rather, since this was the open amateur stroke-play championship, by seven strokes with a four-round total of 293. Such was the margin given by the final two rounds because, in a punishing test of golf, Lyle had outplayed the rest of the field and were paired together.

Lyle has now won this important championship twice in three years, before he in 1974 and 1975. He has established himself as the outstanding amateur stroke player. Those who finished second and third, Davies on 300 and Debole on 302, were surely the best in the field on recent form. That is a credit to the course, which is a severe examination in long hitting. Apart from the sixth and eighth holes, the two were the same as played when there is usually more run on the ball. Lyle, who had won his first Brabazon in June with the bigger ball, wisely used the smaller one last week as he excepted the experienced holes in the second round.

At the halfway stage Davies had taken over the lead by a stroke from Lyle after a sparkling 70 in a dying wind, a score which was matched throughout the tournament only by Lyle's rebuffing 70 in the final round. The nearest to these two at the halfway stage was Imbilla, a Surrey player from the 1976, who after three rounds Davies was the only other player within 10 strokes of the lead.

In the third round Lyle was his old self again and only a misjudged second to the 13th, a hole that had troubled him before, prevented a 63, which would have been an outstanding score here in any conditions. The wind swung round and was dying away, but the change in the wind had made him take a six-iron to the 11th, where the day before he had needed a two-iron. This time he struck it to 107 for a two, and had another birdie at the 13th from four feet.

It was hereabouts that Davies slipped, losing five strokes to Lyle over four holes from the 10th. The fair was not with him at that time, and he hit his 77 left him, though still in second place, six strokes behind the leader. According to a few who



Sandy Lyle: second championship before he is 20.

saw more of his round than I, the ball was by no means running for him in the early stages. In the final round the gap narrowed to three strokes after Lyle had dropped another stroke by hitting his tee-shot over the little bank on the left. In the old days that would have been out of bounds, but the rule is changed now for outside tournament play and there is a growing body of feeling in favour of doing away with it altogether.

At the eighth Lyle delivered his final hammer blow—a drive, three-iron and 152-yard putt for a eagle, which widened the gap to five strokes. Over the next few holes, in drenching rain, it widened to seven, so that when Lyle took five at the short 13th, going from one bunker to another, no great damage was done. Invariably in such conditions, making up strokes on Lyle could only come if he collapsed, and that he did not do. He had led the clubhouse at the end of the Lytham Trophy going into the final round, but failed to win, so it was natural to wonder what would happen to him. But it is easy to overlook the fact that few golfers in this country have got themselves into a winning position

as often as Lyle. His 293 will not look outstanding in the records books; but it is a score of which he can be proud in these conditions.

293: A. W. Lyle, 71, 72, 70, 70, 284; J. Davies, 72, 73, 72, 73, 290; J. Imbilla, 73, 74, 71, 72, 290; J. Debole, 74, 75, 73, 74, 296; J. P. Ryde, 75, 76, 74, 75, 300; J. P. Ryde, 76, 77, 75, 76, 302; J. P. Ryde, 77, 78, 76, 77, 304; J. P. Ryde, 78, 79, 77, 78, 306; J. P. Ryde, 79, 80, 78, 79, 308; J. P. Ryde, 80, 81, 79, 80, 310; J. P. Ryde, 81, 82, 80, 81, 312; J. P. Ryde, 82, 83, 81, 82, 314; J. P. Ryde, 83, 84, 82, 83, 316; J. P. Ryde, 84, 85, 83, 84, 318; J. P. Ryde, 85, 86, 84, 85, 320; J. P. Ryde, 86, 87, 85, 86, 322; J. P. Ryde, 87, 88, 86, 87, 324; J. P. Ryde, 88, 89, 87, 88, 326; J. P. Ryde, 89, 90, 88, 89, 328; J. P. Ryde, 90, 91, 89, 90, 330; J. P. Ryde, 91, 92, 90, 91, 332; J. P. Ryde, 92, 93, 91, 92, 334; J. P. Ryde, 93, 94, 92, 93, 336; J. P. Ryde, 94, 95, 93, 94, 338; J. P. Ryde, 95, 96, 94, 95, 340; J. P. Ryde, 96, 97, 95, 96, 342; J. P. Ryde, 97, 98, 96, 97, 344; J. P. Ryde, 98, 99, 97, 98, 346; J. P. Ryde, 99, 100, 98, 99, 348; J. P. Ryde, 100, 101, 99, 100, 350; J. 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SPORT

Football

Promotion delight on the motorway

Norman Fox

Football Correspondent

In the first Saturday of the

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One of the copybook success stories of recent years, acknowledged by the international press. So take a ride on success, it's a great feeling.

PIA
Pakistan International
Great people to fly with.



Local Government, Public & Educational Appointments



THE OPEN UNIVERSITY

PART-TIME TUTORIAL AND COUNSELLING STAFF

Applications are invited for the following part-time posts to take effect from January, 1978:

COURSE TUTORS AND TUTOR COUNSELLORS

In 1978 the University will be offering 117 courses in six broad areas: Arts, Educational Studies, Mathematics, Science, Social Sciences and Technology. The courses are based on an integrated structure of correspondence assignments, radio and television broadcasts and a regionally organized tutorial and counselling system.

COURSE TUTORS are responsible for commenting on and grading students' written assignments, for replying to queries about students' work and for conducting tutorials, normally at local study centres. TUTOR COUNSELLORS have duties similar to Course Tutors in relation to the tuition of a group of students on one of the five Foundation courses. They also have counselling responsibilities for a larger group of students on both Foundation and higher level courses, where they are required to give study advice to individual students and to help in organizing discussion groups at local study centres.

The time needed for University duties varies according to individual contracts, but on average will occupy perhaps one evening per week or its equivalent for most of the year. Appointments will, in the first instance, be tenable for one year.

Applicants should be graduates or graduate equivalent. Recent teaching experience in further adult or higher education is highly desirable. For certain courses industrial experience would also be an advantage.

To obtain application forms and further particulars send a POSTCARD to the Tutors Office (The Open University, P.O. Box 52, Watlington, Oxford, OX1 2AU). Early application is advised and completed application forms should be submitted to one of the University's Regional Offices by the closing date of Friday, 17th June.

It should be noted that it is likely that existing members of the tutorial and counselling staff will be reappointed to many of the posts on continuing courses. There has been no previous recruitment, however, for the 12 courses to be presented for the first time in 1978.

(Note: Existing members of the University's part-time tutorial and counselling staff will be sent application forms before the end of May, as a matter of course.)

COLIN BUCHANAN AND PARTNERS PLANNING AND TRANSPORTATION CONSULTANTS

Require the following staff

- | | | |
|---------------------|-----|---------------|
| 1 SOCIOLOGIST | 30+ | £6,000-£8,000 |
| 2 ARCHITECT-PLANNER | 30+ | £6,000-£9,000 |
| 3 TOWN PLANNER | 26+ | £4,500-£7,000 |

POST 1 is a London based appointment involving development of social programs and services for a new community in the Middle East. POST 2 is a London based appointment likely to involve work overseas. Extensive housing design and project experience is desirable. POST 3 is a London based appointment for which overseas experience is desirable but not essential. Conditions include 5 weeks holiday and usual fringe benefits. Applicants should send curricula vitae and references, indicating their availability, to:

The Practice Manager,
COLIN BUCHANAN AND PARTNERS,
47 Princes Gate, London S.W.7
Closing date: May 23rd.

MID GLAMORGAN COUNTY COUNCIL DEPARTMENT OF THE COUNTY CLERK AND CHIEF EXECUTIVE

GRADUATE ARTICLED CLERK

Applications are invited from graduates (preference may be given to law graduates or other graduates who have passed or are exempt from Part 1 of the Law Society Qualifying Examinations) for one of two Articled Clerks in the Department.

The successful applicant will be able to acquire all-round legal experience in a large local authority. Salary: making account of qualifications not less than £2,127 p.a. plus a supplement of £312 p.a. National Conditions of Service.

Application forms (to be returned by no later than June 1, 1977) can be obtained from County Clerk and Chief Executive, Mid Glamorgan County Council, County Hall, Cardiff.

CAVANSING WILL DISQUALIFY

UNIVERSITY OF YORK

DEPARTMENT OF POLITICAL LECTURESHIP AND TEMPORARY LECTURESHIP

Applications are invited for one or two temporary Lectureships in the Department of Politics, both vacant from October 1, 1977. Appointments will be made at the discretion of the Department. The salary scale is £2,555 to £3,555 p.a. (plus a supplement of £312 p.a.). The successful applicant will be required to teach in one or more of the following areas: (a) Evidence of research ability in some aspect of British Politics. (b) Evidence of research ability in some aspect of Social Science. (c) Evidence of research ability in some aspect of the History of Ideas. (d) Evidence of research ability in some aspect of the History of Thought. (e) Evidence of research ability in some aspect of the History of Society. (f) Evidence of research ability in some aspect of the History of Culture. (g) Evidence of research ability in some aspect of the History of the Arts. (h) Evidence of research ability in some aspect of the History of Science. (i) Evidence of research ability in some aspect of the History of Technology. (j) Evidence of research ability in some aspect of the History of the Environment. (k) Evidence of research ability in some aspect of the History of the Human Condition. (l) Evidence of research ability in some aspect of the History of the World. (m) Evidence of research ability in some aspect of the History of the Universe. (n) Evidence of research ability in some aspect of the History of the Cosmos. (o) Evidence of research ability in some aspect of the History of the Earth. (p) Evidence of research ability in some aspect of the History of the Life Sciences. (q) Evidence of research ability in some aspect of the History of the Physical Sciences. (r) Evidence of research ability in some aspect of the History of the Social Sciences. (s) Evidence of research ability in some aspect of the History of the Humanities. (t) Evidence of research ability in some aspect of the History of the Arts and Letters. (u) Evidence of research ability in some aspect of the History of the Media. (v) Evidence of research ability in some aspect of the History of the Communications. (w) Evidence of research ability in some aspect of the History of the Information. (x) Evidence of research ability in some aspect of the History of the Knowledge. (y) Evidence of research ability in some aspect of the History of the Wisdom. (z) Evidence of research ability in some aspect of the History of the Truth.

University College of North Wales

DEPARTMENT OF BIOCHEMISTRY AND SOIL SCIENCE

Applications are invited for the post of LECTURER IN SOIL SCIENCE. Candidates should have: (a) A general knowledge of Soil Science and an ability to teach in this subject. (b) Evidence of research ability in some aspect of Soil Science. (c) Evidence of research ability in some aspect of the History of Ideas. (d) Evidence of research ability in some aspect of the History of Thought. (e) Evidence of research ability in some aspect of the History of Society. (f) Evidence of research ability in some aspect of the History of Culture. (g) Evidence of research ability in some aspect of the History of the Arts. (h) Evidence of research ability in some aspect of the History of Science. (i) Evidence of research ability in some aspect of the History of Technology. (j) Evidence of research ability in some aspect of the History of the Environment. (k) Evidence of research ability in some aspect of the History of the Human Condition. (l) Evidence of research ability in some aspect of the History of the World. (m) Evidence of research ability in some aspect of the History of the Universe. (n) Evidence of research ability in some aspect of the History of the Cosmos. (o) Evidence of research ability in some aspect of the History of the Earth. (p) Evidence of research ability in some aspect of the History of the Life Sciences. (q) Evidence of research ability in some aspect of the History of the Physical Sciences. (r) Evidence of research ability in some aspect of the History of the Social Sciences. (s) Evidence of research ability in some aspect of the History of the Humanities. (t) Evidence of research ability in some aspect of the History of the Arts and Letters. (u) Evidence of research ability in some aspect of the History of the Media. (v) Evidence of research ability in some aspect of the History of the Communications. (w) Evidence of research ability in some aspect of the History of the Information. (x) Evidence of research ability in some aspect of the History of the Knowledge. (y) Evidence of research ability in some aspect of the History of the Wisdom. (z) Evidence of research ability in some aspect of the History of the Truth.

Applications are invited for one or two temporary Lectureships in the Department of Biochemistry and Soil Science, both vacant from October 1, 1977. Appointments will be made at the discretion of the Department. The salary scale is £2,555 to £3,555 p.a. (plus a supplement of £312 p.a.). The successful applicant will be required to teach in one or more of the following areas: (a) Evidence of research ability in some aspect of Biochemistry. (b) Evidence of research ability in some aspect of Soil Science. (c) Evidence of research ability in some aspect of the History of Ideas. (d) Evidence of research ability in some aspect of the History of Thought. (e) Evidence of research ability in some aspect of the History of Society. (f) Evidence of research ability in some aspect of the History of Culture. (g) Evidence of research ability in some aspect of the History of the Arts. (h) Evidence of research ability in some aspect of the History of Science. (i) Evidence of research ability in some aspect of the History of Technology. (j) Evidence of research ability in some aspect of the History of the Environment. (k) Evidence of research ability in some aspect of the History of the Human Condition. (l) Evidence of research ability in some aspect of the History of the World. (m) Evidence of research ability in some aspect of the History of the Universe. (n) Evidence of research ability in some aspect of the History of the Cosmos. (o) Evidence of research ability in some aspect of the History of the Earth. (p) Evidence of research ability in some aspect of the History of the Life Sciences. (q) Evidence of research ability in some aspect of the History of the Physical Sciences. (r) Evidence of research ability in some aspect of the History of the Social Sciences. (s) Evidence of research ability in some aspect of the History of the Humanities. (t) Evidence of research ability in some aspect of the History of the Arts and Letters. (u) Evidence of research ability in some aspect of the History of the Media. (v) Evidence of research ability in some aspect of the History of the Communications. (w) Evidence of research ability in some aspect of the History of the Information. (x) Evidence of research ability in some aspect of the History of the Knowledge. (y) Evidence of research ability in some aspect of the History of the Wisdom. (z) Evidence of research ability in some aspect of the History of the Truth.

Further particulars are available from the Secretary, University of York, Department of Biochemistry and Soil Science, University of York, Heslington, York YO1 5DD, from whom further details may be obtained. Applications should be sent to the Secretary, University of York, Department of Biochemistry and Soil Science, University of York, Heslington, York YO1 5DD, by the closing date of June 30, 1977.

CONTRACTS AND TENDERS

ARAB SATELLITE COMMUNICATION ORGANIZATION RIYADH KINGDOM OF SAUDI ARABIA

TENDER No.1

"TELECOMMUNICATION CONSULTANCY SERVICES"

The Arab Satellite Communication Organization wishes to establish a Regional Satellite Telecommunication System and invites competent entities for the above-mentioned Tender. The Consultancy services shall be on a retained basis for a period of five years and will cover all implementation stages comprising:

- Survey of Arab countries, present and near future, need of voice record, and programme channels.
- Converting the survey into transponders and satellite numbers.
- Designing of both space and ground segments.
- Participating in bids evaluation and negotiations.
- Supervising the manufacturing, as well as construction and testing stages.
- Rendering other services such as advising on training, operation and maintenance, and tariffs, etc.

Only Tenders received from Consultants with previous actual experience in similar projects will be considered.

Tenders may be obtained after May 1st 1977 from the following office upon payment of a sum of U.S. \$250:

Arab Satellite Communication Organization,
Riyadh, Kingdom of Saudi Arabia.

- The closing date of the Tender is 12 hours (noon) 1st August 1977.
- Bids must be enclosed in two separate envelopes:
A.—The first shall contain the Technical and Qualification Offer;
B.—The second shall contain the Financial Offer.

Both shall be clearly marked. The second envelope will only be opened if the Bidder is found technically qualified for consideration.

Bid Bond in cash or Bank Guarantee from an approved Saudi Arabian Bank of U.S. \$25,000 for a period of 6 months shall be received with each bid not later than the closing date. Offers not complying with the above Tender instructions will be ignored.

All correspondence should be addressed to:

DR IBRAHIM OSAID

CHAIRMAN OF THE BOARD OF DIRECTORS

ARAB SATELLITE COMMUNICATION ORGANIZATION, RIYADH

Telex 20020 Geniel Riyadh



INDEPENDENT SCHOOLS CAREERS ORGANISATION

DIRECTOR

ISCO is seeking a Director to succeed R. F. B. Campbell who is retiring between September, 1977, and April, 1978.

The Organisation developed out of the Public School Appointments Bureau which was constituted in 1942. Its responsibility is to maintain a full and progressive Careers Advisory System in Independent Schools and to advise and assist employers in making all relevant opportunities for careers known to boys and girls in the upper forms of Member Schools.

The Director will be responsible for managing and developing the work of ISCO, its headquarters staff at Camberley, and for co-ordinating the work of the nine Regional Secretaries. This involves personal contact with 230 Member Schools, Universities and Polytechnics, Industry, Professional Bodies, the Armed Services and other careers organisations.

Previous experience in education is desirable but not essential. An attractive salary, pension and other benefits are negotiable and related to the experience of the applicant.

Applications should show how a candidate's education, previous experience and interests relate to the requirements of the appointment and be sent to R. F. B. Campbell, Esq., M.A., ISCO, 12A/12B Princess Way, Camberley, Surrey GU15 5SR.

The Regional Arts Association for Derbyshire, Leicestershire, Northamptonshire, Nottinghamshire and the Borough of Milton Keynes

Intends to offer from September, 1977 a

FILM-MAKING FELLOWSHIP

The Fellowship will be in conjunction with the Association's work in this field. An interested candidate would be an asset.

Salary for the appointment will be in the range £2,675-£5,154 p.a.

Details and application forms, returnable by 17 June, from the Director, East Midlands Arts (T), 1, Frederick Street, Loughborough, Leicestershire LE11 3BH.

DRAMA OFFICER

To maintain and develop the Association's work in this field. An interested candidate would be an asset.

Salary for the appointment will be in the range £2,675-£5,154 p.a.

Details and application forms, returnable by 17 June, from the Director, East Midlands Arts (T), 1, Frederick Street, Loughborough, Leicestershire LE11 3BH.

FELSTED SCHOOL ESSEX

DEVELOPMENT MANAGER

Applications are invited for a new post of Development Manager as from 1st September 1977.

The person (male or female) appointed will be responsible for organising the major development Appeal through the Friends of Felsted, including fund raising events. (a) The use of the school premises by outside organisations and the running of conferences. (b) Public relations. Salary to be negotiated but maximum will be £5,000 p.a. For further details and application forms, apply to the Director, Felsted School, Felsted, Nr. Dunmow, Essex, Tel: 01 626 2222.

UNIVERSITY OF YORK

DEPARTMENT OF ECONOMICS AND RELATED STUDIES

TWO READERSHIPS

Applications are invited for two Readerships in the Department of Economics and Related Studies, both vacant from October 1, 1977. Appointments will be made at the discretion of the Department. The salary scale is £2,555 to £3,555 p.a. (plus a supplement of £312 p.a.). The successful applicant will be required to teach in one or more of the following areas: (a) Evidence of research ability in some aspect of Economics. (b) Evidence of research ability in some aspect of the History of Ideas. (c) Evidence of research ability in some aspect of the History of Thought. (d) Evidence of research ability in some aspect of the History of Society. (e) Evidence of research ability in some aspect of the History of Culture. (f) Evidence of research ability in some aspect of the History of the Arts. (g) Evidence of research ability in some aspect of the History of Science. (h) Evidence of research ability in some aspect of the History of Technology. (i) Evidence of research ability in some aspect of the History of the Environment. (j) Evidence of research ability in some aspect of the History of the Human Condition. (k) Evidence of research ability in some aspect of the History of the World. (l) Evidence of research ability in some aspect of the History of the Universe. (m) Evidence of research ability in some aspect of the History of the Cosmos. (n) Evidence of research ability in some aspect of the History of the Earth. (o) Evidence of research ability in some aspect of the History of the Life Sciences. (p) Evidence of research ability in some aspect of the History of the Physical Sciences. (q) Evidence of research ability in some aspect of the History of the Social Sciences. (r) Evidence of research ability in some aspect of the History of the Humanities. (s) Evidence of research ability in some aspect of the History of the Arts and Letters. (t) Evidence of research ability in some aspect of the History of the Media. (u) Evidence of research ability in some aspect of the History of the Communications. (v) Evidence of research ability in some aspect of the History of the Information. (w) Evidence of research ability in some aspect of the History of the Knowledge. (x) Evidence of research ability in some aspect of the History of the Wisdom. (y) Evidence of research ability in some aspect of the History of the Truth.

Further particulars are available from the Secretary, University of York, Department of Economics and Related Studies, University of York, Heslington, York YO1 5DD, from whom further details may be obtained. Applications should be sent to the Secretary, University of York, Department of Economics and Related Studies, University of York, Heslington, York YO1 5DD, by the closing date of June 30, 1977.

UNIVERSITY OF YORK

DEPARTMENT OF PSYCHOLOGY

TWO LECTURESHIPS

Applications are invited for two Lectureships in the Department of Psychology, both vacant from October 1, 1977. Appointments will be made at the discretion of the Department. The salary scale is £2,555 to £3,555 p.a. (plus a supplement of £312 p.a.). The successful applicant will be required to teach in one or more of the following areas: (a) Evidence of research ability in some aspect of Psychology. (b) Evidence of research ability in some aspect of the History of Ideas. (c) Evidence of research ability in some aspect of the History of Thought. (d) Evidence of research ability in some aspect of the History of Society. (e) Evidence of research ability in some aspect of the History of Culture. (f) Evidence of research ability in some aspect of the History of the Arts. (g) Evidence of research ability in some aspect of the History of Science. (h) Evidence of research ability in some aspect of the History of Technology. (i) Evidence of research ability in some aspect of the History of the Environment. (j) Evidence of research ability in some aspect of the History of the Human Condition. (k) Evidence of research ability in some aspect of the History of the World. (l) Evidence of research ability in some aspect of the History of the Universe. (m) Evidence of research ability in some aspect of the History of the Cosmos. (n) Evidence of research ability in some aspect of the History of the Earth. (o) Evidence of research ability in some aspect of the History of the Life Sciences. (p) Evidence of research ability in some aspect of the History of the Physical Sciences. (q) Evidence of research ability in some aspect of the History of the Social Sciences. (r) Evidence of research ability in some aspect of the History of the Humanities. (s) Evidence of research ability in some aspect of the History of the Arts and Letters. (t) Evidence of research ability in some aspect of the History of the Media. (u) Evidence of research ability in some aspect of the History of the Communications. (v) Evidence of research ability in some aspect of the History of the Information. (w) Evidence of research ability in some aspect of the History of the Knowledge. (x) Evidence of research ability in some aspect of the History of the Wisdom. (y) Evidence of research ability in some aspect of the History of the Truth.

Further particulars are available from the Secretary, University of York, Department of Psychology, University of York, Heslington, York YO1 5DD, from whom further details may be obtained. Applications should be sent to the Secretary, University of York, Department of Psychology, University of York, Heslington, York YO1 5DD, by the closing date of June 30, 1977.

UNIVERSITY OF WARWICK

POSTDOCTORAL RESEARCH FELLOW

BIOLOGICAL SCIENCES

Applications are invited for a postdoctoral research fellowship in the Department of Biological Sciences, both vacant from October 1, 1977. Appointments will be made at the discretion of the Department. The salary scale is £2,555 to £3,555 p.a. (plus a supplement of £312 p.a.). The successful applicant will be required to teach in one or more of the following areas: (a) Evidence of research ability in some aspect of Biological Sciences. (b) Evidence of research ability in some aspect of the History of Ideas. (c) Evidence of research ability in some aspect of the History of Thought. (d) Evidence of research ability in some aspect of the History of Society. (e) Evidence of research ability in some aspect of the History of Culture. (f) Evidence of research ability in some aspect of the History of the Arts. (g) Evidence of research ability in some aspect of the History of Science. (h) Evidence of research ability in some aspect of the History of Technology. (i) Evidence of research ability in some aspect of the History of the Environment. (j) Evidence of research ability in some aspect of the History of the Human Condition. (k) Evidence of research ability in some aspect of the History of the World. (l) Evidence of research ability in some aspect of the History of the Universe. (m) Evidence of research ability in some aspect of the History of the Cosmos. (n) Evidence of research ability in some aspect of the History of the Earth. (o) Evidence of research ability in some aspect of the History of the Life Sciences. (p) Evidence of research ability in some aspect of the History of the Physical Sciences. (q) Evidence of research ability in some aspect of the History of the Social Sciences. (r) Evidence of research ability in some aspect of the History of the Humanities. (s) Evidence of research ability in some aspect of the History of the Arts and Letters. (t) Evidence of research ability in some aspect of the History of the Media. (u) Evidence of research ability in some aspect of the History of the Communications. (v) Evidence of research ability in some aspect of the History of the Information. (w) Evidence of research ability in some aspect of the History of the Knowledge. (x) Evidence of research ability in some aspect of the History of the Wisdom. (y) Evidence of research ability in some aspect of the History of the Truth.

Further particulars are available from the Secretary, University of Warwick, Department of Biological Sciences, University of Warwick, Coventry CV4 7AL, from whom further details may be obtained. Applications should be sent to the Secretary, University of Warwick, Department of Biological Sciences, University of Warwick, Coventry CV4 7AL, by the closing date of June 30, 1977.

UNIVERSITY COLLEGE OF WELLES

ASSISTANT PROFESSOR OF AGRICULTURE

Applications are invited for an Assistant Professorship in the Department of Agriculture, both vacant from October 1, 1977. Appointments will be made at the discretion of the Department. The salary scale is £2,555 to £3,555 p.a. (plus a supplement of £312 p.a.). The successful applicant will be required to teach in one or more of the following areas: (a) Evidence of research ability in some aspect of Agriculture. (b) Evidence of research ability in some aspect of the History of Ideas. (c) Evidence of research ability in some aspect of the History of Thought. (d) Evidence of research ability in some aspect of the History of Society. (e) Evidence of research ability in some aspect of the History of Culture. (f) Evidence of research ability in some aspect of the History of the Arts. (g) Evidence of research ability in some aspect of the History of Science. (h) Evidence of research ability in some aspect of the History of Technology. (i) Evidence of research ability in some aspect of the History of the Environment. (j) Evidence of research ability in some aspect of the History of the Human Condition. (k) Evidence of research ability in some aspect of the History of the World. (l) Evidence of research ability in some aspect of the History of the Universe. (m) Evidence of research ability in some aspect of the History of the Cosmos. (n) Evidence of research ability in some aspect of the History of the Earth. (o) Evidence of research ability in some aspect of the History of the Life Sciences. (p) Evidence of research ability in some aspect of the History of the Physical Sciences. (q) Evidence of research ability in some aspect of the History of the Social Sciences. (r) Evidence of research ability in some aspect of the History of the Humanities. (s) Evidence of research ability in some aspect of the History of the Arts and Letters. (t) Evidence of research ability in some aspect of the History of the Media. (u) Evidence of research ability in some aspect of the History of the Communications. (v) Evidence of research ability in some aspect of the History of the Information. (w) Evidence of research ability in some aspect of the History of the Knowledge. (x) Evidence of research ability in some aspect of the History of the Wisdom. (y) Evidence of research ability in some aspect of the History of the Truth.

Further particulars are available from the Secretary, University College of Wales, Department of Agriculture, University College of Wales, Aberystwyth, Ceredigion, Wales, from whom further details may be obtained. Applications should be sent to the Secretary, University College of Wales, Department of Agriculture, University College of Wales, Aberystwyth, Ceredigion, Wales, by the closing date of June 30, 1977.

UNIVERSITY OF WARWICK

POSTDOCTORAL RESEARCH FELLOW

BIOLOGICAL SCIENCES

Applications are invited for a postdoctoral research fellowship in the Department of Biological Sciences, both vacant from October 1, 1977. Appointments will be made at the discretion of the Department. The salary scale is £2,555 to £3,555 p.a. (plus a supplement of £312 p.a.). The successful applicant will be required to teach in one or more of the following areas: (a) Evidence of research ability in some aspect of Biological Sciences. (b) Evidence of research ability in some aspect of the History of Ideas. (c) Evidence of research ability in some aspect of the History of Thought. (d) Evidence of research ability in some aspect of the History of Society. (e) Evidence of research ability in some aspect of the History of Culture. (f) Evidence of research ability in some aspect of the History of the Arts. (g) Evidence of research ability in some aspect of the History of Science. (h) Evidence of research ability in some aspect of the History of Technology. (i) Evidence of research ability in some aspect of the History of the Environment. (j) Evidence of research ability in some aspect of the History of the Human Condition. (k) Evidence of research ability in some aspect of the History of the World. (l) Evidence of research ability in some aspect of the History of the Universe. (m) Evidence of research ability in some aspect of the History of the Cosmos. (n) Evidence of research ability in some aspect of the History of the Earth. (o) Evidence of research ability in some aspect of the History of the Life Sciences. (p) Evidence of research ability in some aspect of the History of the Physical Sciences. (q) Evidence of research ability in some aspect of the History of the Social Sciences. (r) Evidence of research ability in some aspect of the History of the Humanities. (s) Evidence of research ability in some aspect of the History of the Arts and Letters. (t) Evidence of research ability in some aspect of the History of the Media. (u) Evidence of research ability in some aspect of the History of the Communications. (v) Evidence of research ability in some aspect of the History of the Information. (w) Evidence of research ability in some aspect of the History of the Knowledge. (x) Evidence of research ability in some aspect of the History of the Wisdom. (y) Evidence of research ability in some aspect of the History of the Truth.

Further particulars are available from the Secretary, University of Warwick, Department of Biological Sciences, University of Warwick, Coventry CV4 7AL, from whom further details may be obtained. Applications should be sent to the Secretary, University of Warwick, Department of Biological Sciences, University of Warwick, Coventry CV4 7AL, by the closing date of June 30, 1977.

UNIVERSITY OF WARWICK

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SPECIAL REPORT

DENTAL HYGIENE

Prevention should have priority

by Dr C. E. Renson

The total cost to the nation of treating dental disease is about £220m a year. The cost to the individual in terms of pain, loss of work and disfigurement is rather more difficult to calculate. It has been estimated that 12 million working days are lost each year because of dental disease.

The recent increases in dental charges are likely to exacerbate that situation. For routine treatment the patient's contribution has been raised from £3.50 to £5, and for more complex work involving crowning teeth the patient will have to pay up to £20 for what previously would have cost £3.50. For all dentures the patient's contribution has been raised from £12 to £20. The dentist's fees are not increased by these charges.

For many patients the increases will be prohibitive and will deter many who might seek dental treatment. It will discourage the regular attenders and put up a barrier against the irregular attenders for dental treatment, and these are in the majority. The British Dental Association (BDA) has opposed the new charges but Mr Emmins, Secretary of State for Social Services, is adamant that they must remain. It is clear that dental health ranks low in the Government's order of priorities.

Although the incidence of many diseases has been reduced in this century, those diseases affecting the mouth and teeth have not been tackled in the same way.

Yet dental diseases are largely preventable. If plaque, the sticky bacterial film responsible for decay and gum disease, is removed regularly from the gums and the teeth and if the intake of fluoride in the water supply is at the correct level, dental decay and gum disease can be controlled.

Government sponsored surveys of both adults and children in Britain have revealed quite alarming statistics. In England and Wales 36.8 per cent of 16-year-olds and above have no natural teeth left; 99 per cent of all adults over the age of 16 have some degree of gum disease, which leads to greater tooth loss than dental decay.

In the national survey carried out on children's dental health in England and Wales in 1973 four fifths of the 13,000 children

examined needed treatment for tooth decay or some other dental condition.

Although the Government has been sufficiently enlightened to sponsor surveys of dental disease, it has not yet seen fit to institute an effective preventive and public health programme. Yet it knows that such programmes have been effective in relation to so many other diseases.

Indeed, just a year ago the Department of Health and Social Security published a consultative document under the title *Prevention and health: everybody's business*, which clearly acknowledges the success of preventive and public health measures over the years.

In a chapter headed "The Practicalities of Prevention" the clear statement is made that few preventive measures are as effective or as easy to carry out as the fluoridation of the water supplies. It has been established beyond doubt as being completely safe and the most effective method of substantially reducing dental decay.

Yet of all recent initiatives in preventive medicine this one has been the most disappointing in Britain, although not in other countries. Only 8.6 per cent of the population of Britain is now receiving water supplies containing fluoride. It is true that the Government has recently made available a grant, which averages out at a penny a head a year, in connection with fluoridation, but that is a ridiculous amount when compared with the costs of repairing broken down

mouths. Over the years public health and preventive measures to combat dental disease have been advocated by the BDA, the dental profession at large and many quasi-government bodies. As long ago as 1956 a report of a government-appointed committee, headed by Lord McNair, recommended that a comprehensive national programme of dental health education should be mounted to combat the public ignorance of the importance of dental health, but nothing was done.

In more recent times a working party consisting of members of the BDA and the health department was set up, in March 1973 "to consider what factors are relevant to the planning of dental services during the next 20 years and what steps might be taken to improve the nation's dental health".

The working party published reports which offered answers to questions related to emergency dental services; the need for more dental hygienists; the uneven distribution of dentists throughout the country; measures to be taken to prevent dental disease, but nothing was done.

The recent report of the Expenditure Committee, a select committee of the House of Commons, and the Social Services and Employment Sub-Committee, an all-party parliamentary body, under the chairmanship of Mrs Renee Short, MP, specifically recommends that more resources should be devoted to an intensive campaign of dental health education in schools and of the public at large.

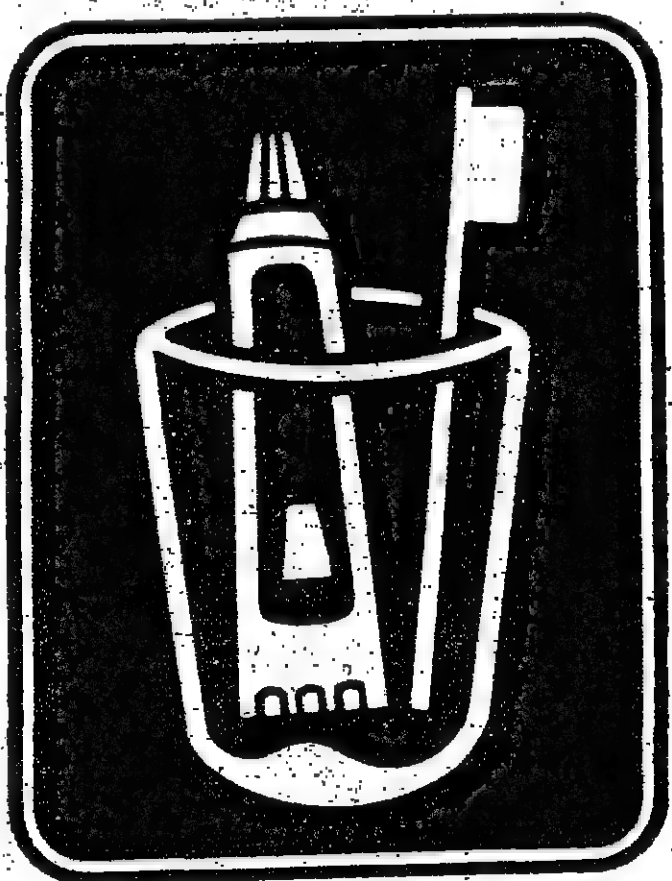
It also recommends that more dental hygienists should be trained, and that locally applied fluoride materials should be available on the NHS. Those preventive materials are not paid for by the NHS, although there is evidence that 80 per cent of all general dental practitioners use preventive materials in their practices. One of the difficulties is that only 40 per cent of the population attend for regular dental treatment.

In December 1976 Mr Emmins presented a report by the Committee on Child Health to Parliament. The report, *Fit for the Future*, has a chapter on "The Path to Dental Health". It recommends that immediate steps should be taken to introduce fluoridation on a national scale.

The committee commented: "If caries (dental decay) killed, fluoridation would have been mandatory for 20 years. The real obstacles are public apathy, minority prejudice and governmental reluctance to impose a political solution. The cost in unnecessary disease, personal pain and discomfort, misuse of professional resources and national expenditure has been immense."

It is time that the Government acted. To quote from the Department of Health and Social Security's own document: "Prevention is the key to a healthier living and a higher quality of life for all of us."

The author is reader in conservative dentistry and consultant dental surgeon, The London Hospital Medical College, and chairman, dental health committee, British Dental Association.



National Dental Health Action Campaign

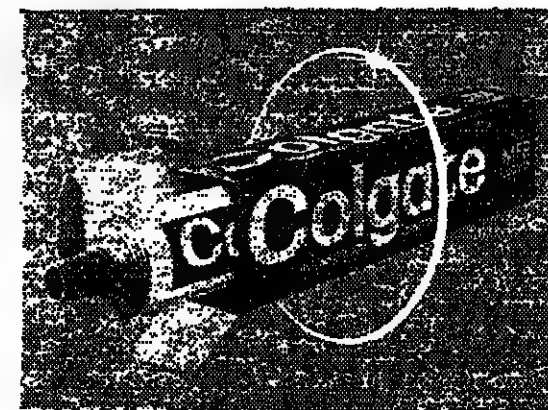
...is about keeping your teeth for life

In 1973 the Department of Health and Social Security conducted a survey on children's dental health in England and Wales. They discovered that by the age of 15 at least 97% of children had suffered from tooth decay. Other government statistical evidence shows that 2 in 5 of all adults have lost all their natural teeth.

The purpose of the National Dental Health Action week (May 16th-22nd) is to prove to everyone that all this is avoidable.

With a little constant care, teeth can be yours for life. It's as simple as regular cleaning of teeth and gums, and regular visits to the dentist.

Colgate-Palmolive, makers of Britain's best selling toothpaste Colgate plus MFP Fluoride, and Hoyt Laboratories, the Colgate-Palmolive professional division serving the preventive needs of Britain's dentists, are proud to have helped sponsor this important campaign.



Colgate-Palmolive is proud to be a sponsor



Robin Laurence



Diet is main cause of decay

by Dr Tony Smith

Dental decay is the most common physical disorder in young people in Britain today—and it would be equally common in the middle-aged and elderly had not so many adults lost all their teeth by the age of 30.

The cause of this continuing epidemic of dental caries is no mystery: it is a direct result of the change in the western diet in the past 100 years or so. Our medieval ancestors rarely suffered from toothache. Estimates based on examination of Anglo-Saxon skulls put the incidence of dental decay in adult life at one sixth of the present rate. The main dental problem in the Middle Ages was that the teeth often wore out long before old age, as a result of the prevalence of coarse, abrasive foods in the diet.

Bread made from home-milled flour, raw vegetables, and regular consumption of food with earth and mineral salts made chewing a gritty, destructive process which gradually wore the teeth down to the gums. The cavities that did form in Anglo-Saxon teeth were low down on the teeth, close to the gums, and were the result of a combination of damage to the teeth and poor oral hygiene with food lodging between the teeth.

Even in affluent sections of society teeth remained healthy as long as tables groaned beneath the weight of protein foods. Notable trenchermen such as Louis XIV or Henry VIII set the pattern with their love of multiple courses of fish, game, poultry, fowl, and roast and boiled meats. There was little starch or sugar in the diet and sweet meats remained a rarity.

The change came with the industrial revolution and the growth of city populations. In the nineteenth century, feeding the urban millions required that food production should become mechanized, and changes in flour technology led to progres-

sive refinement of the milling process, making flour and bread softer and whiter. Even more important was the change in our national diet that came with the introduction of cheap cane sugar. Sugar was almost unknown in Europe, except as a constituent of fruit, until the eighteenth century. Within the past 100 years consumption by the average adult in Britain has risen from 2lb a year to 2lb a week, so that it now makes up 10 per cent of our total intake of calories.

Why has the change in a diet rich in refined carbohydrates and sugar led to an increase in dental decay? Quite simply, decay is the result of damage to the protective enamel surface of the teeth from bacteria growing in food debris in the gaps between the teeth. These bacteria digest sugars and other simple carbohydrates to form acids; some of the acid is neutralized by the natural saliva, but this protection is much less effective when the teeth are coated with dental plaque. The amount of bacterial action—and so the intensity of the attack on the enamel—is proportional to the amount of sugar and refined carbohydrate in the diet.

A dramatic demonstration of this close relationship came in the Second World War, when rationing led to a steep decline in the consumption of sweets and other sugary food by the population of most European countries. Dental decay dropped in parallel, and whatever their other deficiencies, most war-children had little trouble with their teeth despite a shortage of dentists.

Yet, short of returning to a diet of wartime austerity, what can be done in our present affluent society? First, we can take advantage of research findings. There is no excuse for the delay in making fluoridation of water supplies mandatory throughout Britain. The objections that have been raised have not been borne out by practical experience in communities here and abroad which have been drinking fluoridated waters

for over 20 years. Second, most of us would benefit from a cut in the sugar content of our diets, with more fresh fruit and vegetables and less starch. Third, we should look at dietary ways of combating decay.

The traditional advice has been to eat a meal with an apple, to act as a natural toothbrush, cleaning the teeth and massaging the gums. This advice may be mistaken. Recent research on groups of schoolchildren in the north of England has shown no differences in the amount of dental decay in those who finished their meals with an apple and those that did not. Apples are acidic and they contain sugar. On both grounds they are probably hazardous to the teeth rather than protective.

If apples will not keep the dentist away, what will? The ideal food to conclude a meal should be non-carbohydrate and non-acidic. The present favourites in dental circles are salted peanuts and cheese. Both are effective in stimulating the flow of protective saliva. These are the foods that should be chosen too for snacks between meals, though most nutritionists discourage the habit of snubbing away from the dining table.

Finally, we should not ignore other health aspects of choice of diet. In addition to its effect on our teeth, our general health may be expected to benefit if we move towards a diet containing less sugar and refined carbohydrates and more wholemeal flour, raw vegetables and vegetable fibre. In economic terms too we should be looking for vegetable sources of protein, especially beans and other legumes.

Increasingly, medical experts are looking for methods of preventing disease rather than curing it. A combination of fluoridation of our water supplies and a sensible modification of what we eat and our children—eat could prevent much of the misery caused by dental decay.

The author is Medical Correspondent, The Times.

by John Roper

Preventive dentistry suffers from the lack of time the profession can give to it, little money and a long history of public disinterest.

According to the British Society of Periodontology, since 1948 1,000 million teeth have been filled at a cost of about £1,000m, yet each year almost 10 million permanent teeth are extracted and replaced by dentures at a cost of £30m a year. Most of these teeth have been filled, some many times.

A third of the adult population have no teeth and three-quarters of people reaching 60 are toothless. Disease starts in the young as a chronic gingivitis and progresses to pyorrhea. The primary cause is bacterial plaque. Gums in plaque turn into acids, particularly when sugary food or drink is taken and the tooth enamel is eaten away. If not removed each day plaque collects and becomes hard to get rid of.

Many surveys have shown that by 11 years some degree of gingivitis is present in most children. Also by the age of 11 some children have signs of deeper destruction. One study found that nearly 27 per cent of children aged

15 who were examined had early bone destruction, which was the first sign of chronic periodontitis.

Much of this deterioration could be prevented. The dental profession is convinced that fluoridation of the water supplies would help significantly. But no government has yet agreed. Dentists all over the country were disappointed when the Commons committee, which examined preventive medicine was unable, in a first report, to make a recommendation.

The committee examined the subject in depth and recognized that the weight of professional opinion was strongly in favour of fluoridation, but it was concerned about interfering with the liberty of the subject and the political nature of a decision to add fluoride to the public water supplies.

A less controversial but even greater improvement in the nation's dental health could be achieved by a big increase in the number of dental hygienists. These are the young women (few men are trained, outside the Armed Forces) who use ultrasonic scalars to rid teeth of plaque and instruct patients on how to brush their teeth and gums.

There are today only about 700 hygienists and probably

not more than 1,000 of the 12,500 dentists in general practice are able to employ one. The British Dental Association has been campaigning for years for more hygienists and would like to see one for every two dentists, but there is little prospect of meeting this ideal because of the scarcity of training places. Only nine of 16 dental schools—and the Armed Forces—train hygienists.

A joint working party which the Department of Health and the profession organized recommended recently that a reasonable target was to treble the number of hygienists by 1985 to 2,500, but that increase is unlikely to be achieved. In the country's economic condition there is no money for expanding training facilities and on present estimates the official view is that for the foreseeable future only 20 or 30 can be added to the 100 hygienists trained each year.

One difficulty about the prevention of dental disease is that in the National Health Service dentists are not paid for specific preventive work, such as the application of fluorides and fissure sealants. The examination fee covers advice as well as treatment and most dentists give their patients basic instructions on how to

maintain healthy teeth and gums. The fees for treatment of periodontal disease cover any necessary hygiene instruction.

But there is little financial incentive to encourage preventive work and, with a shortage of dentists, there is so much restorative work always waiting that, again, prevention falls into second place. Patients whose teeth have decayed or are falling out need to have them extracted or stopped; and, as any dentist will say, the first contact with a patient is usually because he has toothache. Most patients are in too much of a hurry to get out of the chair to pay much attention to advice about good oral hygiene, even though that might prevent an early return to the surgery.

A mother who has been up all night comforting a child with toothache is also unlikely, at the time, to be receptive to good advice and instructions about the care of mouth and gums.

Hygienists have more time and, as some—particularly older—dentists admit, have more patience, even with "difficult" children and adults. They work under the supervision of a dentist and in general practices are usually employed part time in sessions one or two days a week. A typical session

is about six hours during which about eight to 10 patients may be seen.

Apart from finding time for preventive work and giving instructions about oral hygiene, which all dentists find difficult because of the pressure of curative work, simple plaque removal can be a boring operation and most dentists consider they ought to be more usefully employed. But the feeling among them and among hygienists is against separating dental hygiene from the dental surgery and allowing patients to go directly to a hygienist.

There are many views on how prevention could be improved, apart from fluoridation of water supplies and increasing the number of hygienists. Many put their faith in more dental education and where the Health Education Council is doing its best to put over the simple message about brushing gums and teeth regularly and for the needed three minutes at a time at least.

The council advocates the use of plaque-disclosing tablets which can be bought from the chemist; toothpaste containing fluoride; and something which rarely occurs in many households: the replacement of toothbrushes at least twice a week. A typical session

But the health's message about avoiding sticky cakes, cleaning teeth and the dentist regularly to get across. In much effort, success has been limited. It is agreed that people are more of the need for good habits.

Professor D. Jack, fessor of children's dentistry at the University, has set out that 70 per cent of caries occurs before the age of 15. Eighty per cent of restorative procedures for children are simple and therefore could be made for the number of highly dentists and increase the number of audited hygienists.

The proposal to £500,000 to assist authorities who may be fluoridation of the supply has been questioned. The money, it is said, might be better spent providing more facilities for hygienists.

There is no short candidates. Usually nurses and chairside assistants seek this furthering. Competition is

The author is Health Correspondent, The Times.

Undermanned front line against disease

Advertising takes on a serious note

by Neville Hodgkinson

"The toothpaste market has got very serious of late", one of the industry's spokesmen said. "It used to be dentists slaving through blocks of ice, and the ring of confidence, all that sort of nonsense."

"Nowadays there is a strong element of preventive dentistry in advertisements, rather than the purely cosmetic approach. Everyone wants healthy teeth which is super for us, because that is what toothpaste is for."

Nowhere is this seriousness seen more strongly than in Britain's schools, where the national preoccupation with preventive health care has unleashed important dental education campaigns by the big toothpaste companies.

Held in check in previous years by the teaching profession's desire to keep advertising out of the classroom, and by a fear of breaking the ground rules in this highly "ethical" area, some of the companies have recently seemed to be almost falling over one another in their anxiety to provide schoolchildren with colouring posters, a booklet on the theory of dental disease, a film strip, and project cards.

There has been official encouragement for the expansion of such projects. The Department of Health and Social Security and the Expenditure Committee of the House of Commons. In its report last February, the committee urged that more resources should be devoted to an intensive campaign of dental health education, particularly in schools. Area dental officers face obvious difficulty in meeting such calls during the present spending restraint, and one who believes strongly in making the most of industry's willingness to contribute to schools programmes is Brenda Fox, of the Hillingdon Area Health Authority, Middlesex.

In what she admits is a fairly new area she has five dental health educators travelling from school to school, helping teachers to set up educational programmes designed to give children an understanding of their teeth and a greater awareness of the need for oral hygiene.

The approach she favours is to establish projects that involve the children in thinking about teeth over a period. The "educators" enter the schools for at least a week at a time, concentrating their efforts on children aged nine to 10, with a further project at 13 for some.

Although her team designs and prints much original material, the budget is limited and much of the appeal would be lost without the "hardware" obtained from commercial

For the nine and 10-year-olds, she makes extensive use of kits provided free by Procter and Gamble under their Crest dental care programme. Every child receives a toothbrush, plaque-disclosing tablets, and a tube of paste. There is also a teacher's pack containing posters, a booklet on the theory of dental disease, a film strip, and project cards.

For the 13-year-olds, Mrs Fox is making increasing use of teaching kits provided by Colgate through the National Dental Health Action Campaign which the company launched last year. There is a charge of £2.50 for each package, which consists of 30 student workbooks, a teacher's manual, an oral hygiene demonstration kit, a schools project competition entry form and poster, and 30 letters to parents in envelopes to be signed by the teacher, with details about the programme. Cooperation between the toothpaste companies and professionals such as herself is considerable, Mrs Fox said. "If a company produces something I do not like, I write to them to say so and we have a meeting."

She tries to persuade them to keep advertising to a minimum. In the Colgate students' workbook, for example, the only direct brand association is a page towards the end of the book with a picture of a tube of the company's toothpaste.

Teaching material is vetted carefully as to its scientific accuracy. "We are working in the schools with the consent of the education department, and at the invitation of the individual head teachers," she said. "It is a very delicate field. But it is to the credit of the companies that some are putting a great deal of effort into this work."

"So long as they work in close cooperation with us, we think it will be a success. They cannot work in their own teeth and a great deal of effort into this work."

The companies make no pretence at being motivated by philanthropy. Their first aim is to sell more toothpaste, preferably of their own brand. Colgate insisted on including a tube of its own toothpaste in the secondary school kits, for example, against objections from some of those consulted. The Procter and Gamble programme is ingeniously identified with Crest. Procter and Gamble, Colgate and Macleans all try deliberately to ensure that parents are involved in the schools projects, partly in the hope that there will be some short-term as well as long-term effect on sales.

A minority of schools, and area dental officers, have rejected the commercial programmes entirely on the grounds that there are inherent dangers in allowing commercial concerns to become involved in the educational process. Mrs Fox has had her clashes with some of the companies, but overall takes the pragmatic view that with so much scope for improvement in the nation's dental health, this is an area where the interests of the manufacturers, health officials and the public coincide.

Knowing when to stop

by Patrick O'Leary

I am not sure if my dentist reads *The Times*, but even if he does not I wish the whole world to accept my assurance he is the gentlest man I know. If he does read it, I would like to tell him those "involuntary grunts I make when he is shoving ironmongery into my mouth are in no way a reflection on his skill."

Furthermore, the copies of *Punch* in his waiting room are the latest issues. True, I never see them, but I am sure he is laughing out loud at the jokes while waiting for my turn, but then *Punch* is not what it was. Also, those toothy cartoons of President Carter meeting Mr. Heath are painful reminders of the business in hand.

If there is one tiny little failing my dentist has, I would say he is not always quite as careful as he might be. Last month he relieved me, and it was a relief, of one of my few remaining molars. While I was still in post-operative shock, contemplating a future in which tough steak and crusty rolls will play little part, he beamed upon me and said: "Now what about your next appointment? Shall we say Friday the thirteenth?"

Life has been somewhat easier since I started making at least annual visits for a check-up. In the past I preferred to ignore dentists until acute discomfort allied with near starvation made their attention unavoidable. Consequently, most of my teeth now contain enormous stoppings which look as if the plugs had been inserted by Red Adair rather than a skilled surgeon. A colleague, who apparently lets decay go even farther, assures me she has a most valuable collection of crowns.

One occasion when I did voluntarily undergo thorough overhauls was in an army camp. Such was my distaste for Saturday morning inspections instituted by an uninspired CO that I preferred to sit in the chair and have my teeth tapped and scraped. The dentist seemed glad of the company on a normally quiet day, and found plenty to do each Saturday.

It would be unfair to suggest the suffering is confined to the man in the chair. Dentists need to be tough themselves. I read somewhere that they learn their trade by yanking nails out of teak planks.

Then there is the risk of being savaged by a rabid patient, or overcome by a nervous puff of garlic. Moreover, since their patients already know the contents of *Punch*, dentists presumably have to make up those little jokes with which they try to reassure us.

Yet they have a decided advantage over the barber's razor must endure the opinion of a ponderous rebuke from a tomer, or an innocent session, such as "like Chelsea for the lead will lead to rampant gemism."

But if a dentist, quoting from the *man of the National Front Workers' Revolt*, Similiarily, describes United supporters as "nature's gentlemen, wisest to bite hard on a thin smile. But I sure you are biting your not one of them."

One dentist told me the greatest pressure was the same as the journalist, the need to deadlines throughout working day. Normal hours appointments a hourly intervals, often to make time for agencies and adjust patients who fail arrive—the cowards.

I find it soothing to his words when I am writing beyond my moment time. In no instances do I want my clock to be racing again when drilling that sensitive nerve.

Why deny Children Selective Fluoridation?

Milk with fluoride a dairy product reduces dental caries. Gives freedom of choice. Provides calcium, protein and vitamins for health and growth in children.

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No wonder it's Britain's most popular sugarless gum.

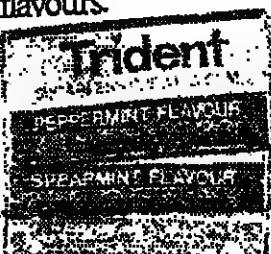
Kids made Trident No.1 in America. A big survey there showed 4 out of 5 dentists recommend sugarless chewing gum.

Kids love the taste...all three flavours.

Mums love the price. Just 8p.

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Trident does not promote tooth decay.



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Extracting the best from change

by A. S. Atkinson

There have probably been more changes in dental technology during the past 30 years than at any time since dental treatment is known to have been practised. Lasers, ultrasonics, air abrasive "drills", air turbines, implants—all these and more have appeared, some to stay, some to go. These changes are not just fashion, they are a part of dentistry as we know it today, others to undergo further development or reassessment of the best role they can serve in the increasingly complex world of modern dentistry.

The patient entering a dental surgery, say, 15 years ago, could expect to be greeted by the somewhat daunting "Christmas tree" dental unit, which provided the dentist with his drills, water sprays, air, lights, instrument table and even X-ray. To this was added the spittoon, with the familiar dental chair alongside. The equipment being manufactured today shows some dramatic changes.

The dental chair has become an upholstered couch capable of almost any position of movement and positioning, largely powered by internal motors. Recognizing the inherent stress and demands of present-day practice, there are increasing numbers of dentists working in the seated position. This needs a chair capable of positioning the patient so that the mouth is accessible without the dentist having to put his stool perilously near or perform odd contortions.

The patient will therefore quite likely be at a 45 degree angle or even horizontal. The dental unit has apparently lost many of its appendages; indeed it may seem to have been transformed into something like a trouser or small chest of drawers or even become attached to the ceiling. These differences are not just fashion, they reflect a number of significant changes which have taken place in dentistry.

Apart from the general trend to functional simplicity and application of ergonomic principles, probably the biggest advance in equipment during the past 30 years has been the introduction of the air turbine drill. This is a piece of precision micro-engineering that has revolutionized the scope and to a great extent patient acceptance of modern restorative dentistry.

Rising at up to about 600,000 rpm and using diamond or tungsten carbide drills, this instrument literally strikes away tooth with great precision and minimum worry.

Before the era of the air turbine the dentist might well have thought twice before attempting many of the more complicated crown repairs, the whole lot of a tooth's bridges (replacements for missing teeth which may be permanently cemented into the mouth) and other advanced restorations, which with the advent of this instrument have almost been put into the category of routine.

Ultrasonics has appeared in two forms in the dental surgery. In the late 1950s it was considered that ultrasonics showed great promise for drilling teeth, as it caused minimal pain, but this work came up against too many technical problems and with the advent of the turbine was not pursued.

However, ultrasonics have not disappeared for they are now used as a standard item of equipment in scaling and removal of stain from teeth. Quartz halogen lamps, used for operating lights, and for precise local illumination within the mouth the fibre optic principle of "piping" light, sometimes along several feet length of cable, has appeared in a number of forms.

A different form of light, ultra-violet, has recently added a new dimension to the materials used in filling and otherwise repairing the ravages of dental disease. Ultra-violet light, applied with various forms of apparatus, makes a dramatic change in this pattern because it is used as the catalyst activating the setting mechanism, and consequently allows a degree of manipulation and control previously quite impossible.

The system is not without problems, but the potential is obvious. It is plastic resins which are used with ultra-violet light and they, as a group, are many of the newer materials used in fillings. Simple resins, those without inorganic fillers, have been used for many years both in fillings and dentures.

Recently two significant advances have been made. First, the simple resins have been filled with inorganic materials such as quartz, to improve their properties when used for restoring and building up teeth, and second, a technique making such materials stick to enamel by prior etching of the fractured tooth.

Etching has the effect of creating microscopic crevices for the plastics to lock into. This technique allows a number of troubles, particularly children's broken front teeth, to be treated simply and effectively with the minimum of patient discomfort. Despite lay impression to the contrary, dentistry has not had any truly adhesive materials until recently when carboxylate cements and glass ionomer filling materials were introduced. These materials are capable of a chemical bond with tooth structure and this makes possible a number of interesting variations in established dental filling techniques.

Porcelain is a material which enjoyed much popularity as the first realistic false tooth for dentures, but was to some degree superseded when plastics appeared. Recent technology, improving the aesthetics and physical properties, has not only brought this material back to be widely used as a denture tooth, but also in crowns and bridges.

A high-strength alumina porcelain has been developed and a bonding process, which fuses porcelain to gold and certain base metals, enables the dentist to use this very tooth-like material in situations unthinkable not so many years ago.

These are some of the main changes which have occurred in the routine of everyday dentistry. Space precludes mention of many equally significant advances such as implants, plastics coatings, to protect teeth and tonight sleep for fillings. One could also conjecture for the future: lasers and perhaps even a vaccination against decay.

The history of dentistry has encompassed two ages—the era where technology and public demand dictated that extractions be the order of the day, now replaced by the emphasis on saving teeth. This has been made possible by developments in materials and equipment. The signs are that we are entering the prevention era, which is a logical progression and one that surely will bring its own technology.

The author is consultant to the Amalgamated Dental Company and formerly senior technical officer in charge of dental standards, the British Standards Institution.

Big spending brings its rewards

Diana Scarrott

At the start of the new Health Service, in 1948, the cost of dental treatment in Britain was £350m, accounting for 6 per cent of all spending. Few diseases were expensive. But what was the return, in terms of improved dental health, reduced suffering?

There will be no improvement without radical reorganisation of the financing of the dental service. On the other hand, most dentists who have been in practice over the past 20 or 30 years would testify to a remarkable improvement in standards of dental health and in patient expectations. There may be doubt as to whether the NHS has been good for dentists, but in the profession at large few question that it has been good for the public.

By 1965 their share had fallen to 32 per cent and by 1975 to 25 per cent. The great majority of the 1,750,000 patients being provided with NHS dentures are already denture wearers, and the rate at which people are having to lose all their teeth is falling steadily. Multiple extractions are becoming less and less common. In 1965, about 350,000 patients had courses of treatment involving the loss of nine teeth or more, compared with under half this number today.

Meanwhile, the emphasis is steadily shifting towards restorative treatment. In 1960, 2.1 permanent teeth were filled for every tooth extracted. Today the ratio is 5.1:1. Similarly for milk teeth, the number of teeth extracted for 40 per cent or less, the number of teeth

conserved for each tooth extracted has risen from 0.8 to 1.6 over the past 10 years. In 1965 almost 40 teeth were extracted for every tooth conserved. Today only eight permanent teeth are lost for each crown. Also, now that more people go to the dentist regularly, average treatment needs are declining. In 1960, 3.7 fillings were required to produce dental fitness in an average course of fillings, compared with 2.7 today. Similarly, among patients having extractions, an average of 3.2 teeth were lost in 1960, against 2.3 now. More than one patient in five attending a general dental practitioner under the NHS at present is found to require no treatment.

In 1955, patients qualified for dental benefits under the pre-NHS National Health Insurance scheme had an average of 7.9 extractions and 1.3 fillings with the provision of dentures in more than 60 per cent of cases. Today, the average NHS course of treatment for an adult patient consists of 0.3 extractions, 1.4 fillings, and dentures for about one patient in 10.

There has, in addition, been a steady decline in the proportion of cases involving only emergency treatment, for patients who do not wish to accept all the treatment necessary for dental fitness. In 1950, one patient in five was an emergency case, compared with one in seventeen in 1975.

These improvements in the pattern of treatment have taken place alongside a considerable increase in treatment volume. Before the NHS started, about 750,000 patients each year received NHS dental benefits. In 1950, about 10,000 dentists in general practice dealt with 11 million NHS cases. Nowadays, 13,500 practitioners deal with more than 30 million cases a year.

As a result largely of the profession's success in raising efficiency, dental treatment is reaching more people than ever before. But with only a little more than 500 treatment courses each year per 1,000 population, dental disease remains, unsurprisingly, a big health problem. There is still a long way to go to the goal of regular dental care for a fully-dentate population, with dentists occupied with prevention rather than repair.

The rising volume of dental care for many children when parents would probably not take action. The extent to which children and young people are now becoming accustomed to regular dental care is one of the strongest pointers towards a better future for dental health in Britain. But perhaps the most convincing argument—in the absence so far of any worthwhile data from surveys at regular intervals—is simply the downward trend in the number of permanent teeth being extracted.

Healthy teeth are our business.

As the makers of Macleans and Aquafresh, we have a vested interest in keeping teeth healthy. That's why we continually test and re-test the effectiveness of both brands. And why our laboratories constantly look for ways of making them even more effective against decay. And that's why we wholeheartedly support and endorse the National Dental Health Action Campaign. So when we say healthy teeth are our business, we mean it. Beecham Proprietaries, makers of Macleans and Aquafresh.

Who says Thatcher will govern?

personally for his development of the economic views of *The Times*. His own major change in economic thinking began in 1969, when he spent a very successful year working for the paper in Washington; it had been fascinating to follow the intellectual process that led to it.

If the highest officers are not to be open to a man of such exceptional ability at the age of 40 (an age at which in action men were already regarded as elderly) then British life will be much too stuffy.

The fact that Peter Jay is the Prime Minister's son-in-law has nothing to do with it. It is a hard point and I was sorry to see some body as sensible as Mr. Ian Gilmore take it. Prime Ministers who have sons-in-law as able as Peter Jay are very lucky. So are Prime Ministers who can find men to be their ambassadors. So are editors who can find men of such quality to write for their newspapers.

I am on the side of merit, even if the Proverb of Aesop is not.

At last politicians see the Soviet threat, but they have yet to decide how to meet it

call a halt to their apparently endless accretion of military strength, the climate of international relations might be dramatically transformed; however, as seems more likely, they show no disposition to conciliate. Their intentions are clear. There not only be growing pressure on the West to rearm; will be other consequences as well.

The Russians should assume that they can long delay the present, a certainly hostile, assert.

technical assistance from the West to protect them from the disastrous agricultural system and their inefficient and antiquated methods of production. It is generally when that assistance is refused that the West is allowed to divert precious resources into the creation of a powerful and threatening military machine.

It is for the Soviet Union to decide; but the West, if it does not take responsible risks for its security. The governments of the free world, not that of Britain, must recognize that they can no longer afford to ignore the global problems by backing another support from the curious structure of our day's defences. If they do, will have demonstrated the London summit was a magnificent exercise in the use of verbal material, or the more elegant style of Cäsarius, an effort of farcical threats and ceremonies.

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between research and decision making is stronger than in the past. Moreover, there is reason to question the competence of the imaginative approach of some scientists when faced with the weaknesses of the Beveridge welfare state. There is also reason to question the political scientists' rigidly question various aspects of the constitution, whether they have come to terms with

PEP has never been just a machine for setting up isolated groups to discuss particular topics. It was a living club of men and women with a purpose. I know of similar motives have inspired the various institutes that members of the Association of Social Research Organizations and the scores of other voluntary bodies that contribute

At least we are still an old society and the existing institutions, some of which like to have a national as well as an international status, if they retain courage and create power, can still have an influence on policy-making in Whitehall and on events outside.

Kenneth Lindsay

Kenneth Lindsay

writers have little to complain about. "For a minute of recorded time it is the highest paid sort of writing in the world," Lavsky said, sipping his soup and nibbling saltine crackers. "That's why competition is so fierce." Lavsky usually lasts more than 28 seconds and fee is anything between 2, and 7,500 dollars. But it is the fierceness of competition Lavsky maintains, which keeps him from wanting to take advantage of his writers. "The chief abuse is free competitive demonstration in which agents can get dozens of writers to write jingles for a few dollars apiece. I prefer, but pay only for the one I like."

The technique, as Lavsky describes it, is one of greatly concentrated expertise, and on about 200 people make a living at it. "A jingle has to be entity," he said. "It must have a beginning, a strong mid-

and a good close, all in seconds. It has to tell a story and have a catchy tune."

He writes about 100 a year, and he led me to his listening room, perched me on a stool and played me a tape of some of his work. "I began slowly with a song for a new Boston newspaper before going on to one of

going on to one of his

modern economic society, her, as it has other leaders before her, to her views.

For example, when Roosevelt But in an unrecorded in a recent *Times* article, "Wages: State intervention not nationalized industry," replied: "I don't think in politics could stand to see a whole community lapse without work." His government support for industry was all right, in his opinion, could last time indefinitely. She kept the National Enterprise Board, but "not work where it can buy shares, was a good idea, and sell a lot of the shares."

private enterprise. This is really the main problem facing all leaders. The private enterprise does lead to an increasing gap in the living standards. Mrs Thatcher's beloved market economy. First lapse, not because of the nature of the wage system, not always because of management, but because market will dry up or die if the government intervention is essential to ensure that native employment is not lost. It is no good leaving this to the market. The "fair" competition will not create new employment. This leads to the mass unemployment and poverty that we have seen in the world. In those days Tory phobias were triumphant but became the mass unemployment.

misery, enlightened Tories Harold Macmillan felt the new approach had to be a radical one. His ideas in *The Middle Way*.

Mr. Thatcher should note of what was said in editorial in *Crossbow* in 1972 "We should . . . remember that the number of people threatened by rigid, technocratic dogmatism is far more economic liberals and even heartless appeals the spirit of individualism severely limited."

The Tories really can make up their minds about the role of the State in economic affairs. For instance, De Howell, now a Front Ben spokesman, wrote in a *C* pamphlet in 1966: "The pursuit of a national economic growth policy demands that the State has an active part . . . the State has to 'run free enterprise'."

Let us look briefly at what has gone before. We have the "Selsdon Man". He was the embodiment of a type of interventionism previously praised by the Labour Government. Market forces were

belives in freedom of the market economy, the reality of

take over in almost any shape in industrial relations in housing, in education, in distribution of income. The efficient would not be going and the unprofitable would not be subsidised. A policy, in other words, of a policy of less than two in the way of restriction, to be abandoned, and what was not abandoned, there confrontation with the unions on a scale which not been seen since before 1920.

The truth is that the success in the by-elections in the county council election is mainly due to disenchantment with Labour's performance in running the council. The Tories, on the other hand, are not so much as the actual increases in votes. The Tories, or by a degree voting for other parties. More often by large abstentions by Labour voters. The Tories have not been because the people accepted Mr. Thatcher's philosophy.

When a general election comes the stark choice will there. It will be between a party whose leaders believe that the answer lies in a market forces as advocated the Tories at Selkirk, or a party which believes in trying to plan the nation's resources in a democratic way. The reason for such a stark choice is no means a foregone conclusion. Mr. Thatcher's friends would do well to count their chickens before they are hatched.

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The author is Labour MP for Liverpool, Walton.

The author is Labour MP
Liverpool, Walton.

turn-up has come as a great surprise to those who I suspected no such thing. As its effect on the nation's economy could be either harmful or beneficial, depending on whether it is considered on the long or the short run, I feel the middle row of experts warn that this could be deceptive. It seems likely that the increase in my own money supply is unlikely to be balanced by the improvement in the financial position of the firms caused by the ending of this considerable drain on the funds. This could prove an inflationary factor, at least in the short term.

Though by no means an undesirable export, it is unlikely to show up on the balance sheet until the last quarter of the year. By then, seasonal and political factors (such as an upcoming election) could change the picture totally. But officials are being cautious about making any conclusions, saying that it is rather early to say.

Sadly, the appointment means that I shall no longer be able to contribute my pungent economic, political and other analyses to this column. Experts are divided about this.

Michael Leapman

Michael Leapman

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1. *Journal of Management Studies*, 1996, 33, 1, 1-14.

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1. *Journal of the American Medical Association*, 1997; 277: 1033-1038.



COURT CIRCULAR

BUCKINGHAM PALACE
May 15: Mr. M. J. Nadon (Commonwealth Police) handed over to the Queen at Windsor Castle this morning the Royal Canadian Mounted Police Horse "Centennial" which was presented to Her Majesty in 1973.

The Hon. the High Commissioner, Mr. J. D. Walker (Royal Canadian Mounted Police) and Mr. R. H. M. Roberts (Commonwealth Police) were present and later with Mr. J. Nadon, had the honour of being invited to luncheon with the Queen and the Duke of Edinburgh.

The Lady Susan, Lieutenant-Colonel Sir John Miller and Major Robin Brock were in attendance.

May 14: The Prince of Wales today visited the Historic Aircraft Display at White Waltham Aerodrome, Maidenhead.

THATCHER HOUSE LODGE
May 14: Prince Charles and the Hon. Angus Ogilvy today attended the 19th Anniversary of the Fraser and Macraes at Eilean Donnan Castle, Inverness.

Her Royal Highness and the Hon. Angus Ogilvy, who travelled in an aircraft of the Queen's Flight, attended the Grand Finale of the International Chorus of the Clans at Bught Park, Inverness.

In the evening, Princess Alexandra and the Hon. Angus Ogilvy were present at the 19th Anniversary of the Provost's Benevolent Fund at Eden Court Theatre, Inverness. The Lady Mary Fitzalan-Howard was in attendance.

A memorial service for the Earl of Clarendon will be held on Monday, May 22, in the Guards Chapel, Wellington Barracks, at noon.

Birthdays today
Professor Norman Davis, 54; Major-General John French, 71; Mr. Gerald Jones, 60; Sir John Pickett, 65; the Earl of Portsmouth, 78; the Right Rev. K. J. P. Skelton, 59; Sir Ralph Stevenson, 82; Sir Charles Wilson, 68; Sir Richard Vaseby, 79.

Marriages

Mr. R. J. Sinclair and Miss S. M. Dolphin. A service of blessing, at which the Rev. D. P. Lacey officiated, took place on Saturday at St. Matthew's, Gloucestershire, after the marriage between Mr. Roderick Sinclair, younger son of Major-General Sir John and Lady Sinclair, of East Ashling, Sussex, and Miss Sarah Dolphin, only daughter of Brigadier and Mrs. C. E. Dolphin, of Longford, Leicestershire.

A reception of the bride and the bridegroom will be held at the home of the bride at the home of the bride and the bridegroom.

Mr. P. R. Sheridan and Mrs. P. A. Dawson-Elliott. The marriage took place in London on May 12 between Mr. Patrick Sheridan, younger son of Major-General Sir John and Lady Sinclair, of East Ashling, Sussex, and Mrs. P. A. Dawson-Elliott, only daughter of Captain and Mrs. Roderick Wood, of Longford, Leicestershire.

The bride, who was given in marriage by her father, was attended by Terence Moore, Alexander, Sarah, and Michael, and Catherine and Harriet Benson. Mr. Robert Barclay Woods, brother of the bridegroom, was best man.

Mr. E. W. Woods and Miss S. V. Voonpury. The marriage took place on Saturday at St. Peter's, Putney, East Sussex, between Mr. Edward Wilson Woods, younger son of the Bishop of Worcester and Mrs. Woods, of Putney, East Sussex, and Miss S. V. Voonpury, only daughter of Captain and Mrs. Roderick Wood, of Longford, Leicestershire.

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Christian attitude to sexual morality 'irrelevant'

By Clifford Longley
Religious Affairs Correspondent

A revolution in Christian attitudes to sex, with the emphasis on sexual development, is advocated in a book by a leading Roman Catholic psychiatrist published today. When a summary of his arguments appeared in the magazine *The Tablet* earlier this year there was considerable controversy and the book is expected to cause a stir.

The author is Dr. Jack Donnelly, head of the psychiatric department at Central Middlesex Hospital, and a specialist on marriage breakdown. He admits in his book that his views are contrary to some of the teachings of his church, but claims the right to disagree.

In the context of his emphasis on personal growth and

maturity, he argues that masturbation should not be regarded as sinful but as possibly beneficial, and he condemns neither oral nor anal sexual intercourse in marriage.

Dr. Donnelly, the author of several books on marriage, is a consultant to a Church of England commission on marriage and divorce in the 1960s and is well known in church circles, both Anglican and Roman Catholic.

Later this year he is to receive an honorary degree from Lancaster University.

He says he became a psychiatrist because he thought Christianity was inadequately represented in that profession.

The new book, *Proposals for a New Sexual Ethics*, expands the views that he has set out in a Christian framework for considering sexual morality is irrelevant in an age where fertility is under human control

and the psychological sciences have explored the deep significance of sex on personality. In his book Dr. Donnelly says Christianity has become identified with opposition to sexual pleasure, which is only moral within marriage. "By making sexual pleasure and biological openness to life the key to all morality, the theologian has a simple task, but as a result the church has a theology of sexuality whose simplicity tends towards naivety."

A number of Anglican and Roman Catholic theologians are giving Dr. Donnelly's book a cautious welcome, and refusing to comment publicly until they have studied it in detail.

The General Synod of the Church of England has a private member's motion down calling for "a new look at the whole theology of Christian sexuality in the light of present theological and psychological

understanding" and it is thought that the book will figure prominently in the debate.

Dr. Donnelly says there is still a conviction, particularly among churchmen, that adolescent masturbation is harmful and sinful. He writes: "One way of exploring and accepting a separate sexual identity is through masturbation, for this way the new dimensions of the body are discovered and their intrinsic goodness acknowledged and incorporated in the emerging personality."

"The pubertal body is not primarily designed for procreative purposes. It is a stage of identity growth which prepares the way for adult personal relationships. To bring forward the application of a sexual morality of marriage to puberty is a notion that has no possible justification."

He declares that other sexual acts traditionally regarded by Christians as sinful can also be justified in their context. "The primary of these, however, is that women express their love in a way they know is authentic, and here, as elsewhere, Christianity can only become increasingly a centre of a conspiracy of silence if it does not consider openly the values inherent in such activity."

Dr. Donnelly stresses sexual activity outside marriage according to a spectrum ranging from promiscuity to relationships that have all the elements of marriage short of legal status. No single moral judgement could be made of the entire range, and the condemnation of them all as fornication was inappropriate.

Proposals for a New Sexual Ethics, by Dr. J. Donnelly (Barton, Longman and Todd, £1.50).

Luncheon

Staffordshire Society
The Staffordshire Society held its annual Spring luncheon at Newton House, Leek, on Saturday. Lady Jagor was installed as president by Sir Alexander Dorman, outgoing president.

Reception

Royal Society of Medicine
Sir Gordon Watson, President of the Royal Society of Medicine, accompanied by Lady Watson, welcomed the guests at a reception held yesterday evening at the Grosvenor House, before the Anglo-American conference on the influence of litigation on medical practice.

Service reception

No 16 Squadron Association
The annual reunion of the No 16 Squadron Association was held at the RAF Club on Saturday. Wing Commander W. L. C. Stoker, a commanding officer of the squadron, was present and the guests were received by the president and chairman of the association, Air Commodore J. A. Forsyth, and Group Captain A. L. Bennett.

Service dinner

288 (Mixed) General Hospital (Volunteers)
Officers of 288 (Mixed) General Hospital (Volunteers) held a regimental dinner at their headquarters, Crawford House, Liverpool, on Saturday. The commanding officer, Colonel J. R. Cross, presided and among the guests was the Honorary Colonel, Colonel T. L. Hobday.

Parliamentary diary

House of Commons
Monday, May 15: Statement by the Prime Minister (Mr. Harold Wilson) on the state of the economy. Mr. Wilson said that the economy was "in a state of recovery" and that the Government was "committed to a policy of steady growth".

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Vegetable exhibits being prepared yesterday for the National Farmers' Union stand at the Chelsea Flower Show which will be open to the public on Wednesday.

Parliamentary notices

House of Commons
Today at 2.30: Debate on the state of the economy. Mr. Wilson said that the economy was "in a state of recovery" and that the Government was "committed to a policy of steady growth".

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Mask by Henry Moore is sold for £9,593

A bronze mask, sculpted by Henry Moore in 1950, was sold for £9,593 at an auction in New York on Friday. The mask was one of a series of masks that Moore made in 1950.

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University news

Professor Beloff's successor named
Professor Alan Peacock, head of the economics department at York University, will move to University College, Birmingham, as professor of economics and principal of the school of economics, next January. He will be succeeded by Professor Michael Beloff in July, 1980.

Dr. R. M. Watson, BDS, MDS, senior lecturer in prosthodontics at King's College Hospital, Dental School, has been appointed to the chair of dental prosthodontics at the hospital's medical school.

The title of professor of physical sciences in relation to dentistry has been conferred on Dr. R. M. Watson, BDS, MDS, PhD, Royal Dental Hospital of London School of Dental Surgery.

Other titles conferred: Dr. R. M. Watson, BDS, MDS, PhD, Royal Dental Hospital of London School of Dental Surgery.

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THE TIMES BUSINESS NEWS

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Downing St talks for GEC chief this week in Drax merger conflict

By Roger Velez, Energy Correspondent

Protracted controversy over an advanced order for the second stage of the Drax power station and the reorganisation of the turbine generator manufacturers is expected to reach a climax this week with a summit meeting between the Prime Minister and Sir Arnold Weinstock, managing director of GEC.

It is expected that Mr Callaghan will warn Sir Arnold that unless GEC agrees to a merger with C.A. Parsons on terms acceptable to the Government, the rival C.A. Parsons company will receive the valuable order for the turbine generators at the £600m Drax coal-fired station.

Mr Callaghan took charge of the negotiations last week and disclosed to Parliament that he Drax order would be placed with the minimum delay, regardless of other considerations.

But the Government is prepared to sacrifice its previous objective of a rationalised power generation industry before the Drax order is placed.

While the Prime Minister would like to have the turbines for an order and a merger cleared up within a week, there are no clear indications that GEC intends to alter its policy of requiring complete control over the turbine generator manufacturing company.

Sir Arnold's invitation to Downing Street came after Mr Harold Lever had brought a to the scene by Mr Callaghan and asked to convey the new Government's position on the arms for a merger to GEC.

Only three weeks ago the Cabinet looked to be on the verge of agreeing to Sir Arnold's plan to merge the Drax group complete control of

Agreed bid terms for Cavenham due today

By Desmond Quigley

Terms for the takeover of the British food company Cavenham by Sir James Goldsmith's master vehicle Générale Occidentale will be announced today—and this time the terms are almost certain to have been agreed between the various parties.

The last bid by Sir James in January for the 49 per cent minority holdings failed because of strong opposition from institutional shareholders of Cavenham and from merchant bankers, Samuel Montagu, who had been retained to represent the Cavenham's outside shareholders. Then Sir James dropped his £200m share bid, which had valued Cavenham at £62m.

It is now widely believed that the new bid will be pitched at around £55-£60m, representing a compromise between Sir James's original plans and the £80m Montagu was reportedly holding out for.

On Friday Cavenham asked the Stock Exchange for a temporary suspension of its shares pending an announcement.

Another factor in the Cavenham situation is the hearing the takeover will have on Sir James's newspaper proprietorship ambitions. Cavenham holds 40 per cent of the controlling shares in Beaverbrook News, a newspaper representing about one-third of the Beaverbrook capital.

Sir James intervened at the seventh hour in the plans for the sale of Beaverbrook to the Standard to the rival newspaper group Associated Newspapers. The planned sale has been shelved while negotiations continue between Sir James and Beaverbrook for the injection of fresh capital into Beaverbrook.

Opec rebuffs US buying agency plan

New York, May 15.—If the United States wants to set up a government agency as sole buyer of oil imported from the Organisation of Petroleum Exporting Countries (Opec)—as suggested recently by some groups—"definitely won't achieve its desired effect of getting cheaper oil," Mr Ali Jaidah, Opec's secretary general, says.

In a discussion with Petroleum Intelligence Weekly editors in New York last week, Mr Jaidah, former oil director general for Qatar, and a London University graduate, explains: "If it is a matter of selling to a United States government agency, we don't care, (Opec) already sells to a number of government agencies in various countries, as well as to private companies."

"But if the United States thinks a government agency will be able to negotiate a lower price, or derive some kind of strategy to get the same thing, it won't work."

Opec's prices were administered prices set by member Governments from time to time. For the same reason, Mr Jaidah regards American proposals to break up its major oil companies as nonsense.

"Demand will remain the same whether it is supplied by a larger number of smaller companies, or a smaller number of larger companies."

It makes no difference whether the oil is bought by 30 companies or 10, it simply means we'll have to sign 30 pieces of paper instead of 10.

"It is a total misconception that this could break up Opec. Once prices are administered, the number of companies makes no difference."

But, he added, "you should be careful about breaking up something that has worked so well for you so long before you are sure that what you put in its place is better."

While Opec does not mind dealing with consumer government buyers, the publication says, it definitely will not deal with the International Energy Agency as a buying agency or in any other way.

Mr Jaidah said: "The International Energy Agency was formed for a specific purpose: for confrontation with Opec. We won't deal with it at all."

Reportedly, Opec today joined Kuwait in denying a report that 11 major oil producing countries had decided against implementing a planned 5 per cent price rise.

Officials close to Shaikh Abdul Aziz, the oil minister, said no such decision had been taken.

An authoritative weekly magazine, the Middle East Economic Survey, reported on

Friday that the decision by 11 members of Opec would be formally announced on May 20.

The magazine said the move not to impose the increase planned for July 1 was led by Venezuela. Yesterday Kuwait, too, said there had been no such decision.

The Opec officials said: "Consultations to end the two-tier price system are still going on."

"Any compromise will be announced only during the Opec Stockholm meeting on July 12."

Oil prices have divided within the 13-member Opec group, Saudi Arabia and the United Arab Emirates decided they would impose only a 5 per cent increase during this year. The other 11 members voted to increase theirs by 10 per cent from January 1 and a further 5 per cent from July 1.

Reuter.

Washington and Peking move closer on trade

Progress is being made imperceptibly towards at least an improvement in economic relations between the United States and the People's Republic of China.

The weighty political obstacles that have to be overcome are substantial, but there is evidence here of a greater sense of determination to succeed on the part of the political leaders in both Peking and Washington.

Trade between the two countries has ranged in recent years between annual levels of \$240m (about £176m) to about \$800m. With the key factor being the Chinese need for food imports from the United States, the potential for expansion is widely viewed as enormous.

Former President Nixon accurately noted on television last Thursday night that the Taiwan problem is the main impediment to normalizing relations between these two countries.

But this hurdle, according to both United States government officials and leading American businessmen, is not necessarily prevent progress being made on the economic front.

Communist China's claim on Taiwan has been linked to economic questions up to now, but Mr A. W. Clausen, the president of the Bank of America, believes that the chances are improving for separating this question from issues of trade and blocked assets.

Mr Clausen has just returned from Peking, and he said the Government there was greatly interested in stronger trade ties with the United States and in purchasing more of its industrial technology.

It is two years since Mr Clausen visited Peking, and he firmly believes that the prospects during that time have significantly improved for United States-China trade.

He considers it inconceivable that a nation of some 900 million people should remain for much longer outside the mainstream of the increasingly interdependent world economy. Mr Clausen says the political leaders in Peking see the need for modernizing their economy, and are aware of the fact that the Chinese, like everyone else, want a higher standard of living.

These are the imperatives, according to numerous experts, that now look like driving America and China towards a closer economic relationship, and possibly an agreement to leave Taiwan and the issue of full diplomatic relations to one side.

China has claim to some \$85m of assets in the United States today, while American investments there amount to \$193m of its assets have been frozen by the Peking government. It is essential to resolve this matter if better economic relations are to be cemented.

Mr Clausen and other Washington experts believe progress can be made on this question and that it can be negotiated independent of discussions of the status of Taiwan.

A more difficult problem concerns the conferring by Congress of most-favoured-nations status on China, without which the scope for trade expansion is strictly limited. Once the frozen assets issue is resolved, then the trade question may also be settled in a manner totally separated from broad political issues.

President Carter has supported the case for speeding discussions on these questions. Certainly the sale of oil by China to Japan at last looks like ensuring an increase in China's hard currency supplies which would finance increased imports from the United States.

Frank Vogt

Banks urged to try floating rate bonds

By John Whitmore

The issue of floating rate bonds by British banks in the domestic market could well prove a useful and attractive method of obtaining finance into trade and industry, according to the Bank of England's Greenwell in the evidence submitted to the Wilson Committee reviewing the functioning of financial institutions.

Many companies, the brokers say, are still reluctant to raise capital through equity issues because their stock is undervalued and remains at a far below the replacement cost of underlying assets. At the same time, the hope for raising long-term interest capital has been filled off by high-interest rates.

The result has been that companies have been unable to raise floating rate finance, and in consequence, to the banks, the hope for raising long-term interest capital has been filled off by high-interest rates.

Because of this, floating rate bonds provided by institutions, which would be payable by the company at the end of the term, would be a considerable less liquid than money.

The suggestion that such bonds could prove useful comes at the end of a memorandum which warns that the present problems over the next year or so of financing, simultaneously both a public sector borrowing requirement of the present size and an industrial recovery, could be a serious one.

Continuing to rely on such flexible arrangements from their banks as at present.

Smaller companies which need to raise cash through floating rate bonds might not have the necessary credit rating to do so.

The brokers suggest that a possible solution to this would be the issue of floating rate bonds by the banks themselves. This would only make sense, however, provided these bonds were not classified as IRBs—interest-bearing eligible liabilities.

Instead, they should be treated as non-deposit liabilities and excluded from money supply and "corset" considerations. Exclusions from the money supply count, Greenwell argues, could be justified on the grounds that the bonds would be considerably less liquid than money.

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Saudi oil fire spreads underground

From Bob Crew, Damman, May 15

Although the original fire in the Abqaiq oil installation in Saudi Arabia has now been put out, an explosion in pump number 4 has set the oil underground ablaze.

The explosion was caused by the excessive heat of the fire that has been burning since 3.20 pm last Wednesday and there is now a danger that with fire underground, further oil will be lost and damage incurred.

While the underground pipeline has been turned off, it still contains the oil that was inside it before the taps were turned off at the original outbreak of ground explosions and fires.

From being contained, the Abqaiq blaze is now spreading under as well as over ground and on Saturday evening and this morning Aramco technicians in five-fifteen and technical experts from all over the eastern province to meet the new challenge.

According to informed sources at Aramco, the Abqaiq oil production—which equals 60 per cent of Saudi Arabia's total oil production—is down 80 per cent. The same sources insist that there is a total of six known deaths, including two people killed on Friday morning. They say that some Britons are among the dead.

The repair operations on the Abqaiq installations are expected to take five or six months.

Price panel members may be named soon

By Ronald Emley

Delays in announcing membership of the new Price Commission appear to have been partially caused by the refusal of prominent industrialists to serve on a permanent body, and by indecision within union circles as to whether the TUC should be seen to be cooperating both with pricing a pay norm and the same time being party to approving price rise applications.

Mr Batesley, Secretary of State for Prices and Consumer Protection, has had to postpone an announcement on at least two occasions.

When he presented a discussion document on the new code he said he wanted to name the chairman of the new Commission when the Bill was presented to Parliament. But he subsequently he said he hoped to make an announcement prior to the second reading.

Now officials are hoping that names will be published "before the recess", although it is widely being forecast that an announcement might be made this week.

The new Commission is to have only three permanent members, the rest serving in a part-time capacity. Mr Batesley's first choice of chairman was thought to be Sir Derek Rayner, a joint managing director of Marks & Spencer, but it appears that he could not be persuaded to take the post.

Several prominent industrial and retail sector figures have also declined invitations to serve on the permanent body because they do not agree with the establishing of a permanent agency for state intervention in pricing policy.

It is likely the chairman will be drawn from the ranks of industry, and that a prominent union figure and a distributor will serve as vice-chairman. The latter could well be Miss Daisy Hyams, a director of Tesco Stores Holdings.

Mr Carter fails to woo businessmen

From Our US Economics Correspondent

Hot Springs, Virginia, May 15

President Carter is trying to persuade a group of businessmen to support his economic strategy which the President is trying to work out, are, however, being staunchly opposed by business leaders in the group who want to keep the body's current non-official status.

They argue that the talks can be useful only if carried out in private, independent of any political participation. The group has been meeting regularly over the past three years, but until now even its existence has been kept secret.

The group, which consists of eight businessmen and eight trade unionists, is headed by Mr George Meany, president of the AFL-CIO trade union organization, and Mr Reginald Jones, chairman of the General Electric Co.

Dr Dunlop, a Harvard University professor with no ties to the Carter administration, has been named as the group's secretary and has played a key role in organizing its agenda.

Some of the business leaders involved in the group's work told reporters at an informal meeting at the Business Council Conference here that the group did not see its purpose as being a forum to formulate guidelines or controls, or to discuss wages and prices targets.

It was learnt that the group's participants told President Carter before he announced his anti-inflation programme last month that the group was only willing to participate in discussions with the administration on "an informal and private basis."

By this the group members meant that they would do no more than consider discussing matters which have been proposed to them by the administration and that they would only report to the administration what conclusions, if any, were reached by the group when discussing such matters.

The group flatly opposes full administration participation in its deliberations.

The "Labour-Management Group", as it is called, was officially created at the invitation of the Nixon administration when price and wage controls were enforced. It has continued to meet without government participation and on an informal basis since controls ended in 1974.

Mr Jerry Jasinowski, Assistant Secretary of Commerce for Policy, told a press conference here that the administration wanted to develop "a robust dialogue with business and labour" and that discussion to this end were still in an "initial stage."

They were unlikely to get further than this "initial stage" according to the businessmen here.

Meanwhile, the business leaders are now waging a major campaign for government action to stimulate business investment.

Mr Thomas Murphy, the chairman of General Motors, noted that business must be given major tax cuts and that the net return on investments for American business had fallen from just under 10 per cent in 1965 to less than 4 per cent today.

Mr Jasinowski said the Department of Commerce was now working on plans for a comprehensive and cohesive programme to stimulate investment, spending, and that the administration would like to see real investment spending growth of about 10 per cent a year.

Senator Russell Long, the powerful chairman of the Senate Finance Committee, said at a press conference that the administration was likely to make proposals, when announcing broad tax reform plans, for the elimination of double taxation on dividends.

Economist sees inflation link with too-low pound

By David Blake, Economics Correspondent

The Government is missing a "golden opportunity" to bring down the rate of inflation by lessening the value of the pound, according to Dr Alan Budd of the London Business School.

In the latest newsletter from Fielding, Newton-Smith & Co., he argues that by holding down the exchange rate the Government is undermining the effectiveness of its tight monetary policy.

Dr Budd, formerly at the Treasury, argues that the exchange rate is the means by which changes in the money supply become converted to domestic inflation. When money supply expands too fast, as it did in early 1976, he argues, the exchange rate falls and this in turn leads to higher inflation.

Dr Budd is concerned to explain how it is that although money supply has been held under tight control since 1974, once short term fluctuations are discounted, the inflation rate has not slowed in such a way as to keep the change rate steady.

He argues that the collapse last year was caused by a series of circumstances going wrong in the first half of 1976, of which the erratic money supply growth was the most important. This year, he argues, bringing down the inflation rate is the most important target and raising the parity of the pound is the easiest way of doing it.

Rough Stephenson, page 19

ICI fertilizers going up 10pc from next month

Increases in fertilizer prices were announced by ICI, the largest producer, yesterday.

Straight nitrogen fertilizers are to go up by between 10 and 15 per cent from July 1, and compound fertilizers by about 7 per cent from June 1.

The company, which began a £35m investment programme in fertilizers earlier this year, last raised its prices in January when straight nitrogen went up by 104 per cent and compounds by an average 8 per cent.

Continuing increases in raw material and manufacturing costs are blamed for the rises.

June IMF gold sale by 'Dutch auction'

Washington, May 15.—The International Monetary Fund (IMF) will hold its next sale of \$25,000 ounces of gold on June 1 and will use a "Dutch auction" or, in common price selling method, its next three monthly offerings.

It is also changing its requirement that all bidders must use advance deposits—\$50,000 (about £29,412) each at previous sales at market-related prices.

Beginning with the June 1 auction each bidder must put either a \$25,000 advance deposit or \$10 per ounce for the amount bid, whichever is larger.

Reducing the basic advance deposit to \$25,000 may bring a larger number of bidders at the June 1 sale.

At recent sales, the successful bidders have been largely the same group of less than 20 gold dealers in the United States and abroad, plus West German and Swiss banks purchasing for their customers.

However, IMF sources said the additional requirements about

posting to advance deposits would require the larger buyers to put up more than previously required.

Since June, 1976, the IMF has used the "Dutch auction" method for four of its earlier sales and a "bid-price" method for its other sales.

The IMF plans to dispose of 25 million ounces of bullion over four years at market-related prices, which will be part of the proceeds from each auction for low-interest loans to about 60 developing nations.

AP-Dow Jones

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AP-Dow Jones

Review for shops rating system

By Patricia Tisdall

Proposals to change the rating system as applied to an estimated 219,000 small shopkeepers who occupy premises with living accommodation above are to be reviewed in the Government's response to the Layfield Committee's Report on Local Government Finance.

A Green Paper setting out the Government's reaction to the report is expected to be published by the Department of the Environment on Tuesday.

It is understood that particular attention is paid to the Layfield recommendation that the present system of rating mixed commercial and residential property is unfair and should be changed.

As things stand, unless the living accommodation accounts for more than 250,000 sq ft of a mixed-purpose building it is graded for rating purposes on the commercial rather than the domestic tariff. This increases the domestic occupant's rate bill by about 18 per cent.

The rule affects an estimated 75 per cent of shopkeepers who

live on the premises. Even where the living accommodation does account for more than half the value, only 50 per cent of the domestic rate is allowed.

Layfield found the situation "unacceptable". It recommended that the next valuation should be carried out in such a way that such residential accommodation does not bear a heavier burden than other domestic housing. It also asked for an earlier remedial step, by which the rating of the domestic relief on the total rateable value of all such properties.

It adds that in Scotland the problem does not arise because separate assessments for commercial and residential accommodation have been made since 1949.

The National Chamber of Trade, which represents 250,000 High Street traders, is petitioning for the recommendation on mixed residential and commercial rates to be implemented independently of the rest of the Layfield report.

Its members have become increasingly concerned about the effect of recent steep increases which, it says, are helping to force many small traders out of business.

Traders also want swift reform in the rating valuation practice which applies higher values to shop frontages than to space farther inside. They say that this penalizes small stores which are likely to have a smaller area in relation to their frontage than their larger rivals.

While accepting that the system is likely to mean that the small trader is likely to pay more than a supermarket, Layfield considered the practice should be properly left to the Local Valuation Courts and the Lands Tribunal to decide.

Mr Les Seeley, director general of the National Chamber of Trade, says that if action is not taken soon the rates burden generally will become too much for many small shopkeepers.

It seems likely that further rate rises of 25 per cent could be introduced in some areas and this will be the end for many small traders, the Chamber says.

Pressure to have BP safety vessel built in Britain

By Peter Hill

British Petroleum is holding formal talks with the Lloyd's shipbuilding group of oil tankers, in an attempt to build a £25m offshore maintenance and safety vessel.

The oil company, which is shortly expected to arrive in the world for the construction of a semi-submersible vessel, is understood to have considered the American-owned oil building company of Marathon Oil on the Upper Iowa.

The oil company is at present negotiating the design of the vessel, which will be capable of maintaining work on offshore oil pipelines and production facilities as well as being employed in a fire-fighting role. Mr Ben, the Secretary of State for Energy, has emphasized the importance which the Government attaches to the oil industry providing itself with facilities to cope with such emergencies.

Although BP has said that it will seek tenders internationally for the vessel, the company will face considerable pressure to have the vessel built in Britain.

Mr A. Ross Belch, managing director of Scott Lithgow, said: "We would certainly hope and expect this vessel to be built in Britain. We will certainly be making a dead sea for the British."

For both Scott Lithgow and Marathon, winning the contract is important.

Earlier this year the Government authorized the construction of a pack-up ship at Marathon or a specialist ship at Scott Lithgow. The British National Oil Corporation

Call to replace social security

By Caroline Atkinson, Economics Staff

A radical proposal for the abolition of all social security benefits, including retirement pensions and unemployment pay, and their replacement by a "reverse income tax" is made by Mr Colin Clark, an economist, in a paper published today by the Institute of Economic Affairs.

He attacks the notion of a welfare state as "wealthy and" sinister process whereby provision at first designed for people in real need became transformed into a system of universal and costly handouts.

He characterizes the British Government as a "Farther Christmas" who comes round on Boxing Day to check the state of the poor and the state is distributed, together with a handsome commission for himself. He advocates reform on the grounds that public spending and taxation are both too high, and a cut in social security payments should be a part of any spending cut.

While the inquiries of the "poverty trap" have been well documented and are deplored by right- and left-wingers alike, it continues to exist because it would cost too much to eradicate without cutting back sharply on the benefits given to the poorest.

Mr Clark asserts, but does not try to prove, that much unemployment and sickness benefits goes to families not in need. If this is not the case, then to get rid of the poverty trap would be enormously expensive.

Mr Clark recognizes this in his discussion of the cost of a "reverse" or "negative" income tax. This involves setting a base standard of income, according to family circumstances,

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Lending rate 8pc

The Bank of England's minimum lending rate was cut from 8½ to 8 per cent as a result of the Bank's decision to re-adjust the market-related formula for setting MLE. The following are the results of Friday's Treasury Bill Tender:

Applications	Bids at	£50m	Allocated	£50m
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18
100	226.18	226.18	226.18	226.18

Burrell

PIGMENT COLOUR MANUFACTURERS

Much improved 1976 results

RESULTS IN 1976	1976	1975
SALES	8,611	5,227
PROFIT BEFORE TAX	910	89
EARNINGS PER SHARE	2.04p	0.12p
ORDINARY DIVIDENDS	0.66p	0.6p

Improved 1976 results due to substantial increase in sales volume.

Total exports of £3,200,000 nearly double those of previous year.

Capital investment at record level of £416,000.

Property revaluation produces £427,000 surplus.

Rights issue of 1 for 5 ordinary shares at 9p to raise approximately £400,000.

Treasury consent for total dividend of 1.4p for 1977, including tax credit—up 37.8 per cent on 1976.

Chairman: Michael Ashworth

The annual general meeting will be held at Great Eastern Hotel, Liverpool Street, London, on Tuesday 14 June at 11am. Copies of the annual report and accounts may be obtained from the Secretary.

Burrell & Co., Limited

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Union to contest TUC rule on representation

By Derek Harris

The Engineers and Managers Association (EMA) is contesting a TUC general council ruling that only trade unions affiliated to the Confederation of Shipbuilding and Engineering Unions (CSEU) should be able to recruit and organize staff and managers in British Aerospace and British Shipbuilding, the two new public corporations. EMA, whose general secretary is Mr. John Lyne, is already clashing with a number of TUC-affiliated unions because of the EMA drive to expand its membership among professional engineers.

There could be as many as 15,000 potential union members at stake in the aerospace industry, which at staff level has been traditionally weak in unionization and even in the formation of staff associations. But an immediate clash could arise in the shipbuilding sector where the Shipbuilding and Allied Industries Management Association (SAIMA) has about 1,600 members, about 60 per cent of the managerial staff in that part of the industry being nationalized. SAIMA, an independent staff organization, has had exploratory talks on linking with

EMA. There have been similar discussions with the Technical, Administrative and Supervisory Section (TASS) of the Amalgamated Union of Engineering Workers, and with the Association of Professional, Executive, Clerical and Computer Staffs (APCCS). If SAIMA opt for an EMA link, the TUC has now been told, the EMA will not refuse SAIMA transfers. This is despite the ruling by the TUC general council last month that proliferation of unions within aerospace and shipbuilding should be avoided, and organizing of staff grades in the new corporations should be restricted to unions like TASS and APCCS, which, unlike EMA, are affiliated to the CSEU. EMA claims that since it has not initiated recruitment campaigns, a SAIMA deal would be in line with TUC policy affirmed at the last annual Congress. The EMA also argues that bodies like SAIMA could readily stay independent, with no TUC-affiliate unions gaining any members. Mr. Lyne commented last night: "It is up to SAIMA. The decision is entirely theirs and they should be able to make it free from pressure. But if they decide to join us they will be welcome partners and we shall fight for them."

Nube aims to disrupt Standard Chartered

By Christopher Thomas

Disruption of the Standard Chartered Bank is planned this week by the National Union of Bank Employees with a programme of selective stoppages and a policy of non-cooperation. Mr. Stephen Gamble, Nube assistant secretary, said last night that the action was planned to cause maximum embarrassment to the bank in protest at a proposal to reduce pension entitlement by up to 12.5 per cent. He added: "The bank gained the Queen's Award for Industry last year thanks to the efforts of the staff. Now those same people are faced with the prospect of a pension clawback." The bank's proposals will affect new employees from May 1. Mr. Gamble said no assurance had been given that existing staff would not be affected. "The union sees this as the thin end of the wedge. The union claims 1,400 members in the bank. Today it plans action among mail room clerks and messengers and a walkout at the bank's printing centre. Peace talks with management are expected to take place during the week.

Hovercraft delay puts Seaspeed out of race

By Patricia Tisdall

Delay caused by hovercraft fire damage and design changes means that Seaspeed, the joint British and French railway cross-Channel hovercraft operators, will lose heavily on this year's expected tourist growth. The difficulties mean that Seaspeed will be operating with only half last summer's hovercraft capacity to meet increases of 30 per cent or more expected in cross-Channel tourist traffic. Seaspeed, criticized for its slowness in meeting demand, had hoped to increase its capacity by more than 20 per cent this summer by introducing a new French-built hovercraft. However, a fire earlier this month at Sedan, the French manufacturer's plant at Bordeaux, has seriously delayed the launch. A Seaspeed spokesman said French engineers had speeded work on a second model of the N-500 hovercraft, but it was not expected to be in operation until the end of this year at the earliest. The new hovercraft can carry 385 passengers and 45 cars, almost double the capacity of existing models. Meanwhile, Seaspeed has taken one of its existing two British-built Moundbatten class craft out of service. It has been sent back to the British

Hovercraft Corporation to have a £2m new section inserted. The process will increase its passenger carrying capacity from around 250 to more than 400 and the number of cars served from 30 to 60, but the hovercraft will not be back in service until next March. The combination of circumstances, the seriousness of which is only just being appreciated, leaves Seaspeed with only one small craft on the cross-Channel route. Some of the lost business will inevitably go to Seaspeed's private industry competitors. Hoverloyd, the Swedish-owned company operating out of Ramsgate, is expecting delivery of a fourth craft from the British Hovercraft Corporation next month. P & O Normandy Ferries, which started operating from Dover to Boulogne last year, is hoping to pick up extra passengers. European Ferries Townsend Thoresen is starting an extra service to France from Portsmouth and hopes for additional business on its conventional ferries. Last year, the two Seaspeed hovercraft operating out of Dover spent similar last winter from Ramsgate by Hoverloyd accounted for about 30 per cent of all cross-Channel car and passenger traffic.

LETTERS TO THE EDITOR

Home loans and the true rates of interest

From Mr. Norman E. Griggs

Sir, On May 3 Mr. C. R. Lew suggested that building societies should disclose the true rates of interest, alongside the nominal rates of interest, on all documents relating to home purchases. There is no secrecy about the fact that where a building society calculates mortgage interest on the balance of the capital debt outstanding at the beginning of its financial year, the true rate of interest is slightly higher than the nominal rate. The problem for these societies is to state the true rate because this will vary with the actual life of the mortgage as distinct from the period for which it was originally agreed. Take the case of a mortgage arranged at 11.25 per cent over 25 years. The equivalent true rate of interest calculated on calendar monthly balances would be 11.38 per cent, but does this figure "balance" very much the wiser? The average mortgage runs for only eight years or so and for periods shorter than 25 years the true rate is lower than 11.38 per cent. The shorter the actual life of the mortgage, the smaller is the gap between the true rate and the nominal rate. Also the rate of mortgage interest is liable to change fairly frequently. For these reasons any true rate stated in advance can only be a theoretical conception. Of course, at the tail-end of a 25-year mortgage, the actual rate of interest on the outstanding balance is comparatively high, but, if the loan

continues so long, that balance is very small. I think, to the average borrower, the whole term and the amount of interest involved is comparatively small. There are various ways in which the true rate of interest can be calculated. A standard method is likely to emerge when the Consumer Credit Act 1974 is implemented. Yours faithfully, NORMAN E. GRIGGS, Secretary-General, The Building Societies Association, 14 Park Street, Mayfair, London, W1Y 4AL, May 4.

Proposal to levy VAT on clubs

From Mr. H. G. Thomas

Sir, I should like to alert readers to a rather obscurely placed provision in the current Finance Bill, which was not mentioned in the Chancellor's Budget speech. This is paragraph 13 of the sixth schedule. At present bodies such as clubs, associations and societies are divided into those which provide "facilities" and those which provide "advantages" to their members. Facilities and advantages are not defined, but it is known that facilities would include such matters as food and accommodation, while the provision of advice, for example, would be an advantage. Bodies which provide facilities must add VAT to their subscriptions, while those which provide advantages only pay VAT if they elect to do so. Under the new legislation all such bodies will have to charge VAT. These associations and societies cover a wide spectrum of activities beneficial to the community. Learned and cultural societies as well as a wide range of agricultural, recreational and sporting organizations come to mind as examples, but there will be many others. In many if not in most cases, the members of such associations will not be carrying on a business and will not be able to recover the input tax. There is still time for organizations to make their submissions known to MPs, to the Treasury and to ministers. If they do not like the new proposals, it is essential that they should act promptly. Yours faithfully, H. G. THOMAS, Taxation Adviser, Country Bandwagons Association, 16 Belgrave Square, London SW1X 8PD, May 5.

Vehicle tax

From Mr. Simon Binns Sir, Being in the hotel and wine trades, my company is subject to all the varied taxes and licence charges it appears possible for central government to devise. We have come to expect in our voluminous correspondence with the tax collecting agencies that it continues to be every person's right not to have to pay postage when paying one's dues. I should be very grateful, therefore, if someone could explain why Vehicle Licensing Offices have taken it into their hands to return to sender all payments which do not bear prepaid postage. Or is the tax on a vehicle a minimum of £50.00? Yours truly, SIMON BINNS, Peter David Ltd, Thatched House, Werners Road, (off Clayton Road), Selway, Chichester, Sussex, PO20 8DD, May 5.

Speyside distillers girding up for expansion

Industry in the regions

On Speyside there is quiet optimism that next year could see the achievement of what used to be regarded as lower than average growth in world demand for Scotch whisky. Since 1974 the industry has been suffering from cash flow crises coupled with a slowing down in the rate of growth in the world market. As a result last year only 139,600,000 proof gallons were produced compared with the 163,600,000 in 1974. Mr. Adam Bergius, chairman of Teachers (Distillers) and chairman of the Scotch Whisky Association's information and development committee, says he thinks this year's total could approach 150 million gallons. This will not be regarded as anything but a beginning by the industry which used to rely on annual growth rates of about 9 per cent, but after three years of snakes-distillers are glad to be on what feels like the bottom rungs of a long ladder. At 150 million proof gallons the industry will only be working at about 75 per cent of its 1974 capacity, and since then many distilling companies have invested in expensive extra plants which has yet to be used. Virtual round-the-clock operations in 1974 have been cut

back to five-day weeks with the night shift cut out, but while the air of optimism prevails, production patterns are mixed. In the 33 miles between Grantown on Spey and Elgin there are some 41 distilleries, many owned by the larger blending companies, others independent and producing for anybody, or nearly anybody, willing to pay the £2 to £2.50 per gallon realized in today's market for a single malt. Scottish Malt Distillers, a subsidiary of the Distillers Company, says that output this year will be about the same as last year's, the actual level being a commercial secret, but put by most in the area at around 80 per cent of capacity. Some of the independents, however, say new fillings this year are 10 per cent up but that margins are under extreme pressure. Last year's drought hit the barley crop in both quantity and quality, fuel costs are soaring and distillers are having to install expensive water treatment equipment to meet the provisions of the Control of Pollution Act.

Cost consciousness has become almost obsessive. Animal feed produced from "dark grains" fetches nearly £100 per ton after last year's drought and one leading independent, eager to protect his identity, claims that he is only producing whisky this year "to sell animal feed" so much as his margins under pressure. Other distillers are examining the possibilities of harnessing the vast amount of heat available after the distilling process for fish farming or market gardening under glass, rather than allowing it to disperse into the Highland glens. However, maximum utilization of "waste products" and the arrival of the much hoped for acceleration in world demand could pose as many questions as they solve. The much publicized theory that the lower levels of production in 1975 and 1976 could lead to a shortage of spirit in the mid-1980s is now discounted because of the excess output in 1974. But if growth returns to the 5 per cent per annum pattern the industry is predicting, it

will find itself faced by financing problems. On Speyside it is thought that there is not room for the construction of new distilleries. Expansion of existing facilities would be feasible in most cases. But there is a growing school of thought that the optimum size plant is about one million proof gallons a year, which would make putting in additional capacity on existing sites a less attractive proposition. If the annual growth rate is to be 5 per cent, Scottish Malt Distillers alone could need an extra three million gallons a year capacity, the output of three distilleries, each of which could cost well over £1m to bring into production. While meeting such costs would be of little difficulty to a subsidiary of DCL, the independents would have to turn either to their bankers or shareholders to raise the extra finance. Although they would be eligible for regional grants, there would not be much extra employment on Speyside. The industry is not labour intensive, especially at the distilling stage, and the new plants would probably be opened in Aberdeenshire. Ronald Emier

Training Services Agency wins festival award

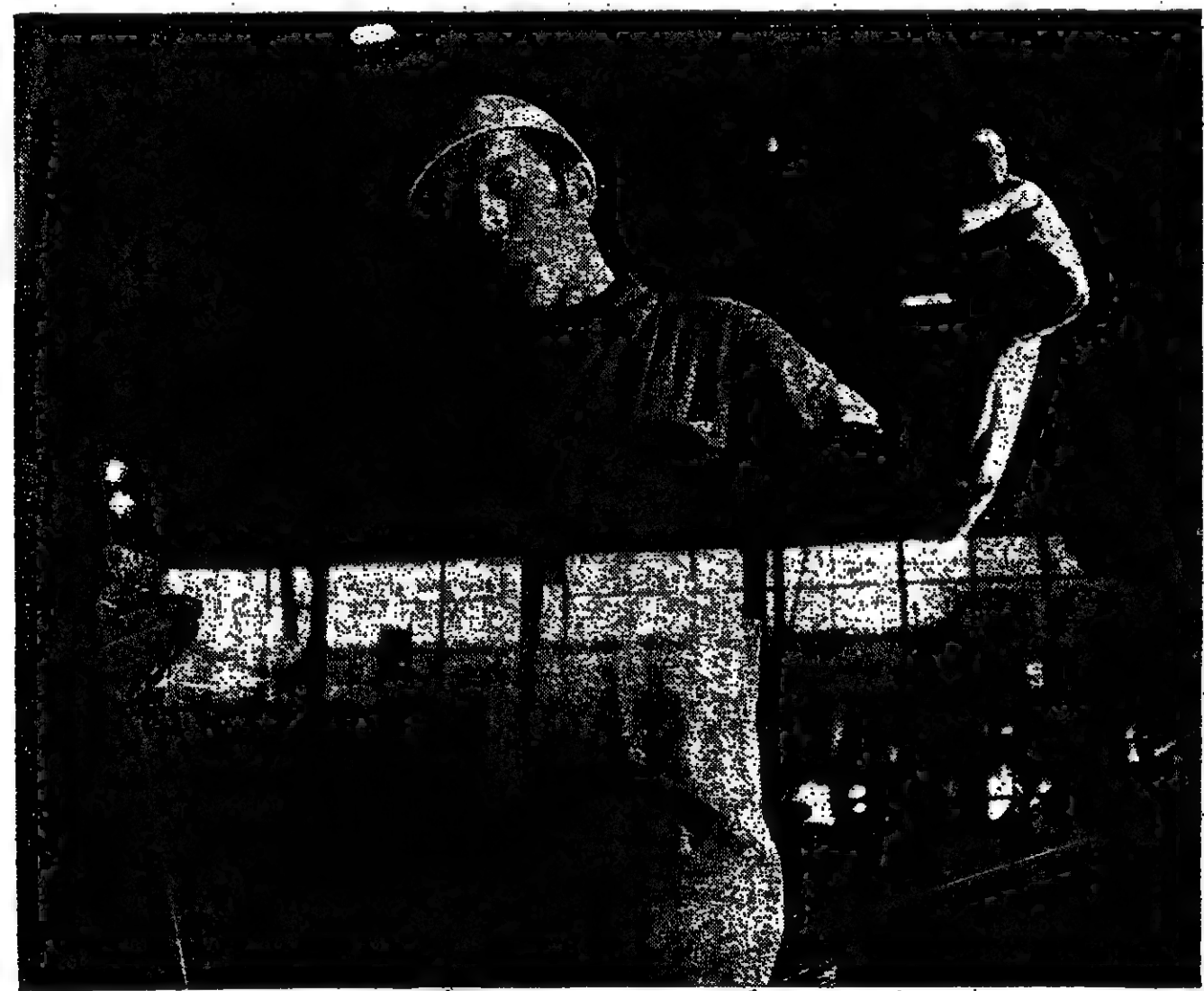
Ar, the British-sponsored industrial film festival last year, The Times Newcomers Award went to I Owe You, sponsored by Training Services Agency. The award is for the best film from a first-time sponsor, and this year's winner is a music-music training film on the importance of coaching in the development of the manager's subordinates. The Financial Times Export Award for the film most likely to help British exports was won by An Extrusion Pulver Powered by Linear Motors, from Edwards of Enfield. The Film and Video Press Group, which makes the CIE Ford Wheeler award for the sponsor who has shown most enterprise and initiative in the distribution of a last year's prizewinner, gave it this year to British Petroleum for its use of Sea Area Forties. They specially commended the National Federation of Building Trades Employers for their distribution of their safety film Eyes Down. The NFBE also took a silver award for No Questions Asked in the main competition, in which 180 films competed in 10 categories. BP collected two golds and two silvers; respectively, The Slender Chance, The End of the Road, Proteins and Energy in Perspective. The Central Office of Information had two golds and a bronze for We Get Around, Night Call and So We're Different but...

Eynon Smart

EEC restrictions on handloom garments from India

From Mr. Ian MacArthur Sir, I feel that some correction is required in your columns to the inaccurate and misleading letter (May 9) of Mr. Ales-Hanky about the recent EEC measures to restrict the imports of certain handloom garments from India. Mr. Ales-Hanky refers to the "virtuous handloom" of the "handloom industry" of India, which is a misnomer. The EEC has authorized the import of up to 44 million yards and blouse from India, of which the vast majority will be handloom, and the United Kingdom has agreed to accept no to 13 million. Imports of all other handloom garments remain entirely unrestricted. Some ten I think the background against which the EEC action was taken was an extremely high increase of handloom shirt and blouse imports from India. For example, in the case of the United Kingdom shirt imports from India rose from under three million in 1975 to over seven and a half million in 1976—10 times the quota agreed with India for machine-made shirts. This increase was a

major cause of large-scale disruption in the British shirt industry, already suffering from an import penetration rate of over 60 per cent, and in the sector of the textile industry supplying it with fabric. Mr. Ales-Hanky refers, rightly, to the abuses of the handloom licensing system, which were compounded by the difficulty of distinguishing genuine handloom from machine-made products. The EEC authorities made repeated efforts over a period of many months to persuade the Indian Government to agree to a tightening of the licensing procedure, in view of its unsatisfactory operation, but without success. As a result of intransigence by the Indian authorities and their refusal to take account of the seriousness of the situation in the Community textile and clothing industry, the EEC was left with no alternative but to introduce its own restrictions. Yours faithfully, IAN MACARTHUR, Director, The British Textile Confederation, 65 Victoria Street, London SW1E 0HW, May 10.



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to exploit it, could be very costly in lost opportunities.

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مركزاً من لاهل

BY THE FINANCIAL EDITOR

Institutional funds looking for a home



Mr. Sydney Maslin, chairman of Hammerson Property, spurring inflation accounting.

Investment change fast. Back in January one of the most important questions for security investors seemed to be the need with which institutions were running down their funds as the authorities continued to play the market with sales. As it turned out, the situation was not as dire as it seemed. Much of the strain was being taken by a sharp rise in the personal sector's net investment in public securities, largely at the expense of the building sector.

But four months later, a surge in the property market, the sheer weight of institutional funds desperately searching for a home. True, the authorities have reactivated gilt sales over a past few weeks as we have moved into the new financial year, but gilt issues are scarcely likely to be on the "catch up" of last winter.

So, with the unduly heavy weight on institutional cash flow on this source, and with the situation in any case seeming to wish to check the last year's upward shift in the gilt market, the institutional funds are looking for new homes. Short-term money instruments have become ever less attractive, and the inflation rate has continued to rise, while entry into the property field has been very much a case of ebbing and flowing.

What has in fact happened is that the institutional funds have been looking for new homes. Short-term money instruments have become ever less attractive, and the inflation rate has continued to rise, while entry into the property field has been very much a case of ebbing and flowing.

What has in fact happened is that the institutional funds have been looking for new homes. Short-term money instruments have become ever less attractive, and the inflation rate has continued to rise, while entry into the property field has been very much a case of ebbing and flowing.

of inquiry might be to give the guilty parties a chance to destroy the evidence. But guilty parties are surely going to be hard at work destroying the evidence when a Department of Trade inquiry of any complexion is announced.

Hammerson Property Conservative accounting

Hammerson Property & Investment Trust refuses to be drawn by the inflation accounting lobby into the expensive game of regular valuations. It takes the view that holding properties at cost and valuing only on completion of a development, a major letting, or some other material event altering a property's investment value, is a more realistic picture of the value at any time.

This conservative approach left properties in the books at £163.4m last year. Revaluations between 1968 and 1976 threw up an extraordinary, but not consolidated, surplus of £66.2m. And even this surplus excluded any other element of revaluation growth and is based on a cautious 7.1 per cent aggregate yield from current income.

The effect of the various valuations on net assets is to increase the book value of 78p a share to 49p on the directors' figures and to produce realistic external estimates of worth ranging from between 56 and 27 pence a share.

Efforts to cut development commitments and short-term borrowings are near completion. Development commitments, now mainly overseas, are down from £17.14m in 1975 to £7.7m in 1976. The company has also raised £58.2m (£24m relating to the sale and leaseback of the Brent Cross Shopping Centre to Standard Life Assurance) helping to cut short-term debts by £13m and longer-term borrowings by £21.6m.

Exchange adjustments of £24.8m leave the overall debt picture much the same but the borrowing profile has been improved and the debt break-down of long-term loans shows that well over half of the £155.2m long-term debt is held in the form of fixed interest. Interest on this debt averages less than 8 per cent.

The quality of the balance sheet is matched by the conservative revenue account. Profits of £2.3m exclude £3.6m of net development outgoings, but deferred charges are set against revenue from the development and very serious on property sales.

A £3.6m sales surplus has year is, however, reduced to an extraordinary credit. The treatment of developments means that until accumulated deferred charges are covered no income is taken into profits from a development. In the case of Brent Cross the scheme is not expected to generate earnings for the group until first rent reviews are due in 1981.

At 490p the shares, yielding 1.6 per cent, have the speculative appeal of Standard Life's Ordinarys (28.5 per cent of the "A" shares) and debenture interests in the group to put their own immediate priorities as one of the "A" shares property counters.

Accounts: 1976 (1975)
Capitalization £79.3m
Net assets £126.2m (£12.5m)
Borrowings £202.2m (£22.2m)
Pre-tax profit £3.8m (£3.4m)
Earnings per share 3.36p

In the old days you were either a Treasury man, or a Board of Trade man.

That is to say you either belonged to the school which held that the management of overall demand in the economy, combined with control of interest rates and occasional changes in the exchange rate, was the only thing that really mattered, and that some hidden hand would produce the required microeconomic result; or you belonged to the school which believed that improved performance would only come from policies directly aimed at British industry and commerce.

Significantly both Sir Harold Wilson and Mr. Heath were in this context ex-Chancellors. Their administrations were unusually influenced by the one case by faith that industrial reorganisation would help and in the other by conviction that the reason why we were doing so badly was that we did not have German-style "universal banks".

Now, however, from the National Economic Development Office itself, the very temple of the interventionist

faith, has come a major statement not about industrial strategy but about exchange rate policy. It took the form of an attack by Mr. David Stout, the economic adviser, on the established doctrine that to devalue early and to devalue often is either a necessary or a sufficient condition for the creation of export-led growth.

At the same time, since the end of last year the authorities have abandoned any logical exchange rate policy. Their tactic of holding the £'s exchange rate at \$1.71 seems to have little scientific basis. It is just the rate which the £'s retrieved after the horrors of 1976, buttressed by the understandable hope that it would be nice if the rate could be induced to stay there for a while.

For those who think that floating exchange rates since 1972 have in practice been stabilizing for exporters as well as for industry, this policy represents a tentative experiment in returning to a fixed exchange rate regime.

Meanwhile, as a concession to those who think that the exchange rate should take account of high domestic inflation, the £ is being held down to

stop British exports losing all the recently gained price advantage.

This ad hoc compromise, based on no real model of how the economy behaves, is now coming under increasingly frequent attacks. Economists like Mr. Wynne Godley and politicians like Mr. Bryan Gould on the one hand argue that if the exchange rate is not deliberately pushed down the economy will stagnate forever and unemployment rise further.

Others, including this week's interesting circular from stockbrokers Fleming, Neeson Smith, take the view that by holding down the exchange rate a floating and golden opportunity is being thrown away of reducing inflationary pressures in the economy and of starting a virtuous circle of industrial and economic performance.

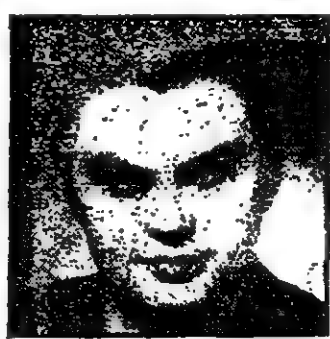
The orthodox objection to this is that, since our relative rate of inflation is still so high, it cannot intuitively be a sensible thing to do. Those who argue this, however, must accept the validity of much of Mr. Stout's thesis, namely that devaluation can only have a short-term benefit where there is relevant spare capacity available. The emphasis is on the word relevant.

With so many markets dominated by international oligopolies on the supply side and with so much of demand coming from governments and other nationalist sources it would be quite possible that the total net short-term, and even medium-term effects of a devaluation in an economy like ours would be negative.

It would explain why we always seem to be on the first downward stroke of the J-curve so beloved by devaluers. In particular, since no one knows what the right rate is for sterling and since we do not want the short-term cost of financing hot money inflows, might it not indeed be better to let the exchange rate find its own level?

Everyone would allow that the authorities should operate in the market to smooth violent fluctuations. But how long must a fluctuation go on before smoothing becomes deliberate interference? Are the authorities so confident of their economic and industrial policies that they are ready to distort evident market forces? *International Price Competitiveness, Non-Price Factors and Export Performance, published by NEDO.*

A Conservative industrial policy for Britain



Opposition spokesmen on industry: (left to right) Sir Keith Joseph, Mr. Norman Lamont, and Mr. Kenneth Clarke.

How would we regard workers' cooperatives? Favourably, provided the plans were viable and had adequate management expertise. Why not ask the CWS, through its bank, to sponsor other workers' cooperatives?

Certainly, the quality of experienced staff in the Department of Industry has improved. The department's data bank added to its knowledge and intelligence.

The National Economic Development Council secretaries working party approach provides an additional input. We would want to see the sector working parties, composed of officials, employers and trades unionists, continue their useful work.

Industry schemes, such as the ferrous foundry scheme and machine tool scheme, should continue to be based on the sector working party contribution. Industry would then, through the sector working parties, be working hand in hand with government.

Arbitrary interventions, like the National Enterprise Board's untimely and controversial plunge into tanning by shoring up the Barrow Hosiery Group, would thus be avoided.

What about the NEB itself? Lord Ryder has said: "I hope the board would continue under a Tory administration."

We opposed its birth in 1975 and I believe we were right. Consolidating the results of its shareholding, the NEB claims a pre-tax profit of £51m. But no interest has been paid by the NEB on its £479,800,000 of public dividend capital (effectively taxpayers' money).

If a dividend is to be paid

on this public dividend capital in 1977, the NEB will have to improve its performance considerably.

The NEB is expensive. Its administration, including 51 staff, costs £1,500,000. Apparently, its staff will soon reach 150, so overheads will presumably be nearly £5m.

British Leyland and Rolls Royce were asked on it by the Government. Few believe that the NEB can make a measurable contribution to these companies.

Is there any reason why a strengthened Industrial Development Advisory Board within the Department of Industry should not oversee the government shareholdings in British Leyland and Rolls Royce?

Ferranti is doing well, but despite the NEB, rather than because of it.

What of the rest? A strange mix of interests from Thwaites and Reed, the clockmakers with a workforce in single

figures and a dismal record, into which Ryder put £240,000, to INSCAP Data Systems, set up to put money into computer software firms.

A Conservative government would direct the NEB to place on the market most of these shares. Perhaps a proportion could be offered to employees?

Some of Lord Ryder's loss-making possessions could not be returned to the market. The Department of Industry, through the Industrial Development Advisory Board, could "hospitalise" these lame ducks until either they were restored to profit or, if that failed, a receiver might be the most effective way of preserving the profitable parts and closing down the unprofitable.

In some cases redundancy might be avoided by Section 8 loans and grants for firms to merge or diversify into new products (as happens in Japan).

Planning agreements, much trumpeted in 1975 by Mr. Anthony Wedgwood Benn, have appeared neither to industry nor to Parliament. The only one signed so far is with Chrysler—scarcely in a position to refuse!

The gimmick of planning agreements would be abandoned. Instead, we will encourage real participation at plant level which will be much more effective and will ensure the proper exchange of information with employees.

How would we regard workers' cooperatives? Favourably, provided the plans were viable and had adequate management expertise. Ironically, Mr. Wedgwood Benn's ill-conceived Scottish Daily News did the whole concept immense harm.

Why not ask the Cooperative Wholesale Society, through its bank, to sponsor other workers' cooperatives?

We would look at a "BP solution" for British Aerospace, placing 50 per cent of its equity with the market and with the employees—this might remove it for ever from the party political melting pot.

The same could be done with British Shipbuilders, since its capacity was rationalized and diversified into new products and its production concentrated on profitable yards.

Conservatives in Opposition, vigorously led by Mr. David Mitchell MP, have looked at the problems of small businesses. Our proposals, for instance, include a simple rule value-added tax, less from firms (one small firm received 250 pages of official documents in one week), a new legal category of firm, the proprietary company, to free the owner-proprietor from excessive Company Act bureaucracy, and there would be relief from oppressive capital transfer tax.

What are we saying? We need the right environment in which industry can prosper. Where absolutely necessary we shall make substantial changes. But, above all, we need to give industry the stability and continuity of policy that it needs for sound investment decisions.

Michael Grylls
The author is Conservative Member of Parliament for North West Surrey and vice-chairman of the Conservative Industry Committee.

THE SAVOY

HOTEL LIMITED

Extracts from Sir Hugh Wentner's address at the Annual General Meeting 2 May, 1977

A profit before tax of £1,237,173 is the best The Savoy has achieved since it commenced in business in 1889. It compares with a profit in 1975 of £51,918.

The highest previous profit was in 1972, when it was £1,150,598, which just exceeded the profit for 1969 of £1,135,623.

Last year's record figure was earned almost entirely in the second half of the year, from 1st July to the 31st December, when there was a marked and sustained increase in the demand for hotel apartments, notably by visitors from abroad. In particular, the decline in the number of American visitors, experienced in the last few years, ceased and was reversed. There was also a considerable increase in visitors from Europe and the Middle East.

As a result, the last six months of 1976 yielded a profit of £1,211,173, as compared with a profit in the first six months of £26,000. There was thus a spectacular change at the end of the year in the Company's financial fortunes.

In this Jubilee year, we expect the number of visitors to increase further, from all parts of the world, and as the peak months approach all our available accommodation is likely to be occupied. That we are or certainly will try our best to be, equal to the challenge, I think goes without saying, but it is a peculiar disadvantage of an hotel business that it cannot usually cut its costs significantly when business is bad, just as it cannot, when business is good, take advantage of demand in excess of the accommodation it has available. Within these limits however, we expect in our hotels to have a very good year, as we do in all our restaurants, as well as in banqueting and in all the many auxiliary services we provide.

THE SAVOY

CLARIDGES - THE BERKELEY - THE CONNAUGHT

SIMPSON'S IN THE STRAND - STONE'S CHOP HOUSE

THE LANCASTER IN PARIS

THE SAVOY THEATRE AND OTHER INTERESTS

	1976	1975
Receipts	17,230,800	13,261,500
Profit before taxation	1,237,173	51,918
Profit after taxation	613,173	41,111
Earnings per share		
A Ordinary	2.50p	0.16p
B Ordinary	1.25p	0.08p
Dividend (Gross Equivalent)	15.38%	7.69%

Business Diary in Europe: Divining a British view of fairness

influential visitor to Britain last week is Raymond Vuel, emerged from the Lilliputian obscurity of Luxembourg last year to take over European Commission's inspection department after death of his compatriot, Mr. Borselle. Vuel's main task is to keep a vigilant eye on the port given by EEC member states to their national industries. In principle these are prohibited under the Rome treaty as a form of unfair trade.

Among the ministers he will see are Messrs. Carr, Van Kerkhove and Hattersley. He will also visit the McAlpine rig construction yard at Tyne Point, Guyan Shipbuilders in Glasgow, and Leyland factories.

One of the main items for discussion is likely to be the mission's inquiry into the pathfinding with EEC rules of interest relief granted by government to finance pur-

chases of offshore installations in the North Sea.

The Commission's main objection is that this aid is only available for equipment purchased from British manufacturers. Both sides in the dispute appear confident that compromise will eventually be reached, though probably not at this round of talks.

Epic

Whatever the forthcoming film of the Arabian Nights, *A Bridge Too Far*, may be for the survivors of that cruel conflict, it has done about \$6m-worth of good to the inhabitants of Deventer in the eastern Netherlands.

Deventer was where the film was shot last year, and the sum spent there is roughly about a quarter of the total cost of the film, claimed by the producer Joseph E. Levine to be the most expensive ever made.

About \$2m, alone, was spent on building bridges, houses, a full-size church and remodelling the Hartmann Hotel, at one time or another during the battle both the German and the Allied headquarters.



Sum benefactors: Sir Richard Attenborough (left) and Joseph E. Levine on the Deventer set.

groceries happily dispensed each day around 250lb of potatoes, 1,000 rolls, 80 loaves and 240lb of meat.

The film, based on the book of the same name by the late Cornelius Ryan and directed by Sir Richard Attenborough, opens in London on June 23.

In difficulties

Italy's snowballing Egam scandal, the biggest of its kind since the Christian Democrats came to power 30 years ago, may spill over into the judicial field.

Government chose to give him a handsome sum off.

On Wednesday Chancellor Schmidt hosted a dinner in Bonn for 68-year-old Klausen, which was extended by about 100 people including a bevy of foreign central bank governors and Dr. Johannes Witteveen, the managing director of the International Monetary Fund.

Friday, what was described as the crime of the German business world—around 600 persons in all—gathered in the rather unlikely surroundings of the Federal Bank's gymnasium to salute the outgoing president after nearly seven-and-a-half years' service at the federal bank.

History has yet to write its final verdict on Klausen's tenure of office. But it is probably fair to say that after a rather shaky start, the close links that he helped to forge between the federal bank and Bonn played a significant part in West Germany's successful fight against inflation. In the circumstances not even his critics would begrudge him the Grand Cross of the Order of Merit conferred on him last week.

Volkswagen appears to be involved in a local derby in Norway. Plans to introduce the Derby car model have brought protests from a Bergen townsmen's club, which says it registered the name in 1935 for machines "travelling on land, sea and in the air". The only machines produced were bicycles, and they're no longer made. VW is now looking for another name.

State occasion

Officially Dr. Karl Klausen has another two weeks to go before resigning as president of the West German Federal Bank at the end of this month. Last week the West German



mand Vuel.

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TEST US: Contact Brian Shepherd, our senior executive in charge of Export finance. Tel. London 606 9944, ext. 4368, telex 888401 or write, Midland Bank Limited, International Division, 60 Gracechurch Street, London EC3P 3BN, England.



Midland Bank International Delivers.



ANAGEMENT

Edited by Rodney Cowton

Setting new standards of disclosure in collective bargaining

I had a man like that sitting at the table from me. I'd him in paper up to his chin. It would be both defence and incomprehensible. If you think an accountant does that, you don't know about accountants.

is little outburst was produced by a senior manager, an hour's frustrating discussion with a senior trade official about disclosure information for Collective Bargaining Purposes—the title he latest draft code of disclosure produced by the Adversarial and Arbitration Service. It illuminates the difficulties of attitude that stand the debate on "disclosure" or indeed on open management.

most of the discussion managers have been first the trade unionists to what he would concede in a form of information. They did it hard to pin him down, was teasing and ducking the number of an expected plant bargainer in ending. He saw the objective approving the pay and costs of his members, and some of the unnecessary out of the union. He would information it would be haggling in the dark, as saying so often is. But he finally would not bind his hands by any specific commitment.

Psychological gap to be bridged

W does the ACAS code of disclosure? Well, it says employers should aim to be open and helpful as possible in meeting trade union requests for information and to present information in a form and style which can be reasonably understood.

indignant accountant I quoted at the beginning of this article would clearly be in breach of code, unless his papers are so defensible that their inaccessibility did not matter. What about the unions? "Trade unions," says the code, "should review existing programmes or establish new ones to ensure that they are equipped to understand and use information actively."

advisors, of course, in shop stewards, and the code is that they should be able to understand and use information actively. It is barely enough to prepare a week's training a year, and some observers think that even that is an estimate.

code attempts to make sense of good practice in an immensely varied industrial world where tempers sometimes flare. By way of guidance it at least offers a useful example, saying that the original purpose of the code was to bring about a joint understanding, clarity on what employers and trade union negotiators are, as far as the code goes, now. And two or three unions recognized by the employer should coordinate their requests for information wherever possible, this is to be achieved by the code is a statutory duty defining responsibility.

code also points out that it is relevant to a particular situation depends on the situation and goes on to a broadly unchanged list of general labels under which to be told what is going on transfer prices.

Imis Macbeath
The author is Plouven Professor of Industrial Relations at London Business School.

Whitehall gets to grips with rising costs

good from time to time we evidence that the Civil Service is wrestling with some mundane problems which managers in private industry so much trouble.

particularly irritating example for many managers is apparently inexorable rise in costs in recent years. It has been that of postal and communications charges. Civil Service Department has its management services division got on to this in nearly two years ago.

team, which was then set up with the Inland Revenue management services to see what could be done to keep down these costs, reckon have achieved a saving of £2m a year, with a potential saving of £3m annually, and other untold savings.

methods by which these savings are being achieved are being achieved are being achieved by the team leader, A. Phillips, in the May of Management Services.

one of its conclusions, were a kind which even a postholder might apply to his own affairs without study: that second class should be used wherever possible in preference to first and that telephone calls should preferably be made in the afternoon when charges are lower.

it also explored less obvious economies through better utilization of other aspects of the Post Office's services, through seeking an actual

reduction in the number of letters sent.

it was found that the average cost of having a standard A4 letter typed was £1.50, and that this sum would buy almost nine minutes of time for a long distance peak hours telephone call, or, at the other extreme, two and a half hours of time for a standard rate local call. "It could be said, therefore, that unless long distance calls involved urgency or essential discussion and could be kept within nine minutes, communication should be by letter."

The team also recommended a review of the number of telephone extensions needed. Mr Phillips records that "a recent review, in one building only, produced a repayment of earlier overcharging by the Post Office of £3,000. Future annual savings of some £2,500 per year will be achieved by more accurate billing by the Post Office, and by the reduction of the number of operators on the exchange."

A study of the use of telex found it "was economical only for straightforward messages of up to 130 words sent out of the local area but less than 50 kilometres (35 miles) and for messages of up to 50 words sent over 50 kilometres. For reactive situations the telephone was both quicker and cheaper and for longer messages it was cheaper to send a letter. Otherwise the main justification for its use was urgency."

*Management Services in Government, available through the Civil Service Department, Whitehall, London, SW1.



Colonel Sanders, founder of the Kentucky Fried Chicken chain: results are measured by a picture of his face registering a frown, a smile or a straight face.

Lickin' chicken franchising into shape

There are no fixed rules to decide how much even the biggest of companies should spend on its advertising. The equation is even more difficult than usual when related to a collection of semi-independent traders operating under a franchise banner.

The British Kentucky Fried Chicken chain which was acquired by the Connecticut-based Heublein cocktails and sauces group in 1973, has worked out a solution in the form of an advertising fund which has valuable side advantages.

Advertising is of course a key factor in making sure that news of the improvements which are in the process of being carried out under the new ownership are carried to the consumer. However, the structure behind the fund, set up before the takeover, has a second important function of keeping member traders involved with developments at an early stage.

Raised by a 3 per cent levy on the turnover of each of the 250 stores (50 of which are company-owned) the fund is handled by a separate organization, the KFC Advertising Company. The six directors of this company are drawn equally from franchisees and from the franchiser's head office, and it is chaired by David Acheson, who moved over as managing director of KFC from the rival Wimpy hamburger group last December.

Meetings held six times a year hear a presentation of in-

come and expenditure (which gives a useful running guide to trading health generally), as well as discussing future plans.

The point about this fund, which raises more than £500,000 annually, is that it cannot be raided for other purposes. Mr Acheson, who as Wimpy's (now part of United Biscuits) suffered the frustration of watching profits being channelled into the coffers of J. Lyons, Wimpy's then parent company, has particular reasons for appreciating this inviolability.

Throughout the 10 years or so which it has been in operation in Britain, KFC, with less than half the number of shops as Wimpy, has been able to spend twice as much on advertising. In 1975, for instance, KFC's expenditure on national newspaper and television advertising alone totalled over £200,000 (doubled in the following year) against less than £70,000 spent by Wimpy.

On top of this there is probably half as much again spent on local advertising, special promotions (usually of the money-off variety), window stickers and the like.

Being able to carry on heavy media advertising, regardless of the state of company profits, has undoubtedly helped KFC to put a brave face on some difficult periods. Many firms, from Heinz to Bass Charrington, have dipped their toes in and withdrawn from the £100m a year take-away food industry. Wimpy itself tried and abandoned a number of take-away projects.

Clearly, long-term success is not as easy to achieve in the field as it may appear.

As others, apart from Ray Allen and Harry Latham, the two entrepreneurs who first brought Kentucky Fried Chicken from America to Britain have found, it is fairly easy, using the franchise sys-

tem to check quality and hygiene at every stage. Results are measured by a picture of the famous Colonel Sanders registering a frown, a smile or a straight face.

Mr Acheson is delighted to report that KFC Great Britain was nominated as the subsidiary showing the biggest improvement in this respect of any in the 30 countries where KFC trades, during the past 12 months.

The next stage has been a spate of product diversification to complement the basic recipe of chicken and chips. The sharp rise in potato prices together with the hot summer last year led to salads being offered as an alternative to chips. The latest innovation has been barbequed spare ribs where demand in the early summer embarrassingly exceeded supply.

KFC is now involved with redesigning the stores themselves. During the past year it has spent an estimated £300,000 on putting in new equipment and other improvements in its company stores.

Budgets are being finalized with the parent company for, for instance, remove partitions between customers and the kitchen area, adding heating, music and pictures of food where appropriate.

The company is also experimenting with providing eating facilities at some of its branches.

All these innovations are being introduced as rapidly as

possible into the company-owned stores. Results (the renovated stores are showing a 40 per cent rise in turnover against a 20 per cent average increase) are used to persuade franchise holders to follow suit.

The advertising company has, according to Mr Acheson, proved very useful as a way of converting the commercial benefits of the improvements to licensees long before the message reaches the general public.

Mr Acheson, an accountant by training, is proud of his previous profit record and keen to improve KFC's financial situation. Heublein do not give a separate financial breakdown for their overseas subsidiaries, but the results filed at Companies House show an indifferent trading record since 1973. Profits have dwindled, culminating in a loss of £146,972 on a turnover of £4.8m for the year ending on May 30, 1976.

Contributing to the loss, however, were some exceptional costs including bad debts and some write-offs connected with the disposal of half the chain of 100 company-owned stores. The aim is to improve revenue from franchise income (collected on the basis of a 4 per cent royalty on franchisees' turnover).

Mr Acheson is optimistic about the company's future prospects and expects to be able to report that it is back in profit, albeit modestly, for the year ending this month.

Patricia Tisdall

Out of 30 countries the UK subsidiary made the biggest gains

Yes. Let's go into business together.

DURING the bad times, your training programmes have suffered. You've been finding—like most employers—that you simply can't afford your usual investment in raw, untrained talent. Yet you know that without a continuing development of essential skills, your business can't survive in the long term.

Now the economy seems to be turning the corner, perhaps it's time to take stock.

We don't ask you to do it unaided. There are generous grants, and a whole range of national schemes, open to almost all employers willing to bring young people into their business.

Some of these schemes are new. Some have been around for some time. All have full CBI and TUC backing. We say you could use any or all of them to your company's advantage. Find out if we're right.

The Work Experience Programme

Helps build tomorrow's workforce today. Some 670,000 school-leavers this year will be seeking work. The majority will be successful. Many will be disappointed. These youngsters need to feel useful and be useful. You can help; and with your help we can turn a problem into an opportunity.

We ask you to take on young people and give them Work Experience; help build their confidence, sort out their aptitudes, give them the chance to prove their ability and keenness, learn work discipline, and gain vital experience.

We'll help you write a programme. You can select your own candidates (some firms have given first choice to employee's children). You pay them an allowance of £16 a week. We reimburse you in full with a minimum of fuss and paperwork.

Enlightened self-interest. This programme works both ways. Big companies such as Chrysler, NatWest, and ICI have found that what started as an exercise in social responsibility has brought positive personnel benefits: in some cases an important preview of training talent, closer labour relationships, a reassessment of the potential of apparently underqualified young people.

These companies' experiences have been shared by hundreds of small businesses across the country; could you benefit too? Details available from your local Work Experience Office.

Grants and Awards for Employers

To maintain and, where practical, expand apprenticeship and other training schemes for young people, the Training Services Agency has funds available through your Industrial Training Board to help with the cost of first year training for extra recruits.

Grants are also available for employers providing experience for college based sandwich course students.

Details vary from industry to industry. For specific information contact your ITB; or if your industry does not have one phone John McKelvey (01-8361213).



Government Subsidies

Three on-going subsidies run by the Department of Employment can help keep your staff and assist with recruitment and thus keep your business viable:

Youth Employment Subsidy Offers £10 a week, for 20 weeks, for those you take on, who have been registered as continuously unemployed for six months and were under 20 at 1st Oct. 1976. (Scheme closes 31st Aug. 1977.)

Temporary Employment Subsidy faced with making workers redundant, this subsidy gives you time to re-equip and redeploy. It can pay £20 per head per week for up to a year, and £10 a week for up to a further six months, to help you avoid redundancies.

Job Release Scheme Older workers in assisted areas can opt to stop work up to a year early, and get £23 a week tax free. You take on a younger worker, perhaps with a more relevant skill. (Scheme closes 30th June 1977.)

You can get details of all these subsidies from the Department of Employment.

Short-course Training

The Training Services Agency runs Short Industrial Courses usually lasting three months, to train 16-18-year-olds to operator or junior clerk level in many occupations.

These courses are run in Skillcentres, Colleges of Further Education and Employers' establishments.

If you can offer suitable training facilities the TSA would like to hear from you. You will be recompensed, and the young people you train will receive a weekly allowance.

If you recruit young people from these courses you are selecting youngsters who are already motivated to work and have received basic training in a particular occupation.

Contact your local district office of the TSA.

Job Creation Programme

You can plan, organise, and manage a scheme lasting up to 12 months which will provide short-term employment for people who would otherwise be unemployed, and which will be of benefit to the local community.

Job Creation Programme pays approved wage costs, plus up to 10% towards the running costs of projects (in certain circumstances). Contact your local Job Creation Office.

Let's help each other

There are many ways we can help you build up your workforce. You can help us. First, by making sure that your personnel people know about these schemes. Second, by using them yourself. Third, by notifying us of any vacancies you may have for young people.

In particular we feel the Work Experience Programme is breaking new ground, and showing proven mutual benefits to employers and young people. It's a bold answer to a big problem: the higher the unemployment in your locality the more we need your help.

Talk to us. You'll get direct action from any of the offices listed above with the facts you need, and a presentation if you'd like one. Or if you'd like more details first, your local Jobcentre, Employment Office or Careers Office has full information on all these schemes.

Opportunities for young people.



Manpower Services Commission
Selskirk House, 166 High Holborn, London WC1V 6PF

FINANCIAL NEWS AND MARKET REPORTS

Gold shares set to rise?

Gold and platinum shares are showing a sharp upward trend and have seemed almost unstoppable in their advance. Although, however, there has been more good news on the gold than the platinum front.

The gold price has recovered well this year, and although the impact for break-through of the \$135 an ounce level has not been maintained, at least there has been some consolidation at lower levels.

However, gold share prices, according to analysts, are reflecting a gold price of no more than \$130 an ounce, rather than Friday's closing price of \$148.125 an ounce, a gain of \$18.125 on the day.

The political clouds overhanging Southern Africa, which last year drove away investors in their herds, have certainly ameliorated recently with the more pragmatic stance appropriate being taken by the South African Government and others.

That does not mean to say that there is not a long way to go, as was made clear in the actual statement from Mr. Henry Oppenheimer, chairman of Anglo American Corporation of South Africa. The pressing need for change was made even clearer to me during my visit to South Africa by English speaker and Africanist alike who tended to use more direct and

less diplomatic phraseology than Mr. Oppenheimer. However, Dr. Vorster does appear to be bending with the Westerly winds over the future of Namibia while the authorities have climbed down over the Soweto rent increases—an interesting fact of the demonstrations over the rent increases was the unusual acceptance of the police received for their idiosyncratic approach in handling the demonstrators.

While the events in Zaïre have been causing considerable concern in South Africa, and to a lesser degree, elsewhere (South Africa has a burning fear of Russian influence extending from East to West across the continent along her northern border), the signs of a possible settlement in Rhodesia should help investor confidence (indeed Rhodesia has more than doubled from their low).

So political considerations may have lessened, but this does not yet seem to have altered the view of the international investor. But what other sectors have started to rise? De Beers have performed strongly recently, and not before time, while the mining finance houses are at last getting a look at the costs for gold to start catching up.

With the International Monetary Fund auctions now accepted as part of the way of life, the major uncertainty is the United States Treasury. It is suggested in some quarters that the United States has come to an agreement with South Africa that, provided the price stays stable, it will not intervene.

A level of \$150 an ounce is said to be the point where the Treasury starts to get itchy fingers, and certainly the free market price was unable to keep above \$150 for long. If such a cut-off point exists, it should rise with time, and cer-

tainly the finance houses are not looking for any runaway price rise—violent fluctuations under the plans of the gold companies just as they can burn speculators' fingers.

Meanwhile, Mr. Ian Greig, chairman of Impala, is moderately bullish for platinum this year, with next year being much more spectacular unless the economic recovery abates. He foresees a price of possibly \$170-\$180 an ounce by the end of the year, compared with a current producer price of \$162 an ounce if current indicators are borne out.

One problem on the platinum front is Russian activity. Unlike their handling of gold, the Russians are not renowned for their sophisticated approach to the platinum market and indeed often sell heavily into a falling market, which only serves to accentuate the peaks and troughs.

Unlike Rutenburg, Impala is less dependent on trade and is more heavily oriented towards the motor industry and Japan. While that potentially makes Impala more vulnerable, it is closer to the market than Rutenburg and, based on previous experience, seems far more able to anticipate the vagaries of the market than does its rival.

On pollution the EEC countries are far more united, although an EEC committee has been set up, such is the nature of committees that it is likely to be several years before there is a conclusion. However, a severe smog, in say, Britain, could concentrate the mind wonderfully.

Meanwhile, General Mining is prepared to sell its 22.1 per cent stake in Lydenburg Platinum, whose main asset consists of an 8.33 per cent holding in Rutenburg, when the price is right. Dr. W. J. de Villiers, chairman and managing director, commented that with Union Corporation's platinum gold holdings, General Mining was now over-exposed to the two metals.

Desmond Quigley

Freight report

A break in the normal trading patterns came late last week with what is believed to be the first requirement for a spur vice in the North Sea. The requirement was being circulated by Social who want a 200,000-tonner for an inter-United Kingdom/continent voyage between the Orkneys and Rotterdam within loading this month.

The event plus the benefit which export of North Sea have provided to the United Kingdom's balance of payments this year both go to illustrate the growing status of this infant oil-producing area.

No change was seen during last week in Gulf tanker rates with the average for a vice staying at worldwide 21. With only about 10 large tankers being fixed out of the Gulf, the current availability of tonnage still means there is a large surplus.

The big question is whether rates will fall or remain stable, and while for the past week they took the latter course, the general opinion among brokers is that they will still slip at least another point.

An indication of the current standing of ulcos came from the fixing of the 340,000-ton dead-weight Stavros Gk taken for a Gulf to the United Kingdom/continent voyage at worldwide 17. This is one point lower than the last reported ulco charter.

A minor scare arose last Thursday after an explosion and fire at the oilfields which supply Ras Tanura, Saudi Arabia's main export outlet in the Gulf. Early reports suggested that it would be about a week before the pipeline link to Ras Tanura could be restored.

The Caribbean market continued to make gains with some rates last week showing firm gains. By comparison, the Mediterranean remained subdued both in terms of the amount of business done and the volume of inquiry. Time charter activity was also limited with the most notable booking being a vice taken by Hess for 12 months trading.

David Robinson

Wall Street

New York, May 13.—Stock prices closed mostly higher on the New York Stock Exchange today despite a spreading rise in the bank prime rate.

The Dow Jones Industrial average was ahead 2.80 points to 328.24. Advancing issues outnumbered decliners 450 to 330. Volume was 19,760,000 shares, down from 21,500,000 yesterday.

Cocoa closes 5.25c up. COCOA—Futures closed 5.25 to 5.25 cents higher on sales of 1,000 lots. The nearby July contract, which was 5.25 cents for the day, July had advanced from 5.00 to 5.25 cents in early trading. The contract was 5.25 cents for the day, July had advanced from 5.00 to 5.25 cents in early trading. The contract was 5.25 cents for the day, July had advanced from 5.00 to 5.25 cents in early trading.

CORPORATE—Futures closed 1.10 cents higher on sales of 1,000 lots. The nearby July contract, which was 1.10 cents for the day, July had advanced from 1.00 to 1.10 cents in early trading. The contract was 1.10 cents for the day, July had advanced from 1.00 to 1.10 cents in early trading.

GOLD—Futures closed 20 cents higher on sales of 1,000 lots. The nearby July contract, which was 20 cents for the day, July had advanced from 10 to 20 cents in early trading. The contract was 20 cents for the day, July had advanced from 10 to 20 cents in early trading.

CRUDE OIL—Futures closed 1.10 cents higher on sales of 1,000 lots. The nearby July contract, which was 1.10 cents for the day, July had advanced from 1.00 to 1.10 cents in early trading. The contract was 1.10 cents for the day, July had advanced from 1.00 to 1.10 cents in early trading.

WHEAT—Futures closed 1.10 cents higher on sales of 1,000 lots. The nearby July contract, which was 1.10 cents for the day, July had advanced from 1.00 to 1.10 cents in early trading. The contract was 1.10 cents for the day, July had advanced from 1.00 to 1.10 cents in early trading.

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For Really Discerning Drinkers
HIGH & DRY
Really Dry Gin

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Really Dry Gin

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Secretarial and Non-Secretarial appointments also on page 27

NON-SECRETARIAL

ADVERTISING RECEPTIONIST
 Busy job, looking after clients, answering phones, general office work. Good salary, pension, holiday pay. Apply to: **THAT AGENCY**, 1 Kensington High St., W.1. 01-437 4335.

LP US TO PROVIDE A FIRST CLASS SERVICE

Mervyn Lynch, Receptionist, is looking for a person to work in his West 1st property department. Very knowledge and experience, but ability to organize and work as part of a team. Salary £2,000 to £2,500 per annum according to experience. Please phone: **MRS VOLSTENHOLME** on 859 1571.

SEE THE SWIMMING POOL

£3,100
 Join a tremendous social life and a swimming pool. You will be part of a team working in a London club. You will be responsible for the swimming pool and the social life. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

TOUCH OF CLASS

£3,450
 Come to the M.D.'s Personal Secretary. You will be responsible for the M.D.'s personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

T.V. RECEPTIONIST

£2,700 (NEG.)
 The Co. involved in Production of T.V. commercials, needs a receptionist to answer phones and direct callers. You will be responsible for the reception and the social life. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

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 The Co. involved in Production of T.V. commercials, needs a receptionist to answer phones and direct callers. You will be responsible for the reception and the social life. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

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SECRETARIAL

A NEW BEGINNING WITH AMERICAN COMPANY MOVING TO HOLBORN

Secretarial office to be based in Holborn. The company is moving to a new office in Holborn. The company is looking for a secretary to work in the new office. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

Job with a view!

Come and see us in our office in Trafalgar Square. We are looking for a secretary to work in the new office. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

SECRETARY

Work for Solicitor and Trust Manager. Small, friendly office with prospects for right applicant. Salary according to qualifications and experience. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

MANAGING DIRECTOR'S ASSISTANT

£3,250
 A genuine P.A. to the Managing Director. You will be responsible for the Managing Director's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

CHARITY-NO SHORTHAND

Do you want a career in the charity sector? You will be responsible for the charity's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

MAKE IT IN MAYFAIR

£3,200
 Make it in the top in this busy professional office. You will be responsible for the office's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

WHEN YOU WANT THE FASHION

£3,200
 A good feeling to know there's a woman working in the fashion industry. You will be responsible for the fashion industry's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

JOYCE GUINNESS BUREAU

£3,200
 A good feeling to know there's a woman working in the fashion industry. You will be responsible for the fashion industry's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

PHOTOGRAPHY PICTURE COORDINATOR

£3,200
 A good feeling to know there's a woman working in the fashion industry. You will be responsible for the fashion industry's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

WINE AND SPIRITS £4,000 + BONUS

£4,000 + BONUS
 A good feeling to know there's a woman working in the fashion industry. You will be responsible for the fashion industry's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

FASHION £3,500

£3,500
 A good feeling to know there's a woman working in the fashion industry. You will be responsible for the fashion industry's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

ADMINISTRATIVE ASSISTANT £3,600

£3,600
 A good feeling to know there's a woman working in the fashion industry. You will be responsible for the fashion industry's personal and professional life. You will be part of a team working in a London club. Apply to: **Churchill Personnel**, 13 Wilton Road, S.W.1.

SECRETARIAL

MANPOWER SECRETARIES GET THE BEST

12 days paid holiday, paid sick leave, pension, etc. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

SEC/PA £3,500 + BONUSES

International Jewellery Co. requires a well organized and efficient Secretary/PA. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

INTERNATIONAL OIL GROUP

£3,300
 Young Secretary. This American Oil Group has a great opportunity for an ambitious young Secretary. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

SECRETARY- PERSONNEL

£3,200
 Promoted from a position of three years. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

SUCCESS STARTS HERE

£3,300
 Enjoy a decision making position in a successful company. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

INTERNATIONAL DEALINGS

£3,500
 Enjoy an active, varied position in a successful company. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

PUBLIC RELATIONS

£3,500
 Be responsible for a major public relations campaign. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

RESTORE LONDON

£3,500
 Recruit all personnel for this well-known company's fleet of cars. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

CRUISES

£3,500
 Recruit all personnel for this well-known company's fleet of cars. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

CONFERENCE ORGANIZER TO £3,500

£3,500
 Organize conferences and conferences. You will be responsible for the company's personal and professional life. You will be part of a team working in a London club. Apply to: **ALFRED BAKER BUREAU**, 13 Wilton Road, S.W.1.

ENTERTAINMENT

£3,500
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Dublin shop complex gets going

The exchange of contracts last week between the Irish Life Assurance Co and Dublin Corporation for the first phase of the Moore Street shopping complex marks a further stage in the new look being given to the historic city. The site covers some five acres and is within 100 yards of the General Post Office in O'Connell Street.

Designed by David Keane and Partners provides for 130,000 sq. ft. of shopping space in several malls, with multi-storey parking for some 600 cars. An interesting detail of the design is that the building line along the west side of Moore Street will be set back to give an increased area for the existing street traders, and special accommodation is also being provided within the complex for stall holders.

In the main part of the scheme a large part has been prelet to Roches Stores, who will have access to the main mall from their recent extension. Under the terms of the partnership agreement between Irish Life and the corporation, Irish Life will provide the finance and be responsible for the development.

Any surplus above an agreed yield will be divided equally between the corporation and Irish Life. Total development cost is about £10m. Letting of this scheme is through Lisney and Son, of Dublin.

Irish Life is also concerned with another scheme, between Abbey Street and Talbot Street, costing about £20m. The first phase is complete and the second, comprising shopping, offices and residential units, is due for completion towards the middle of next year.

In Scotland the first large new office development, in Falkirk for many years is nearing completion. The building is Graham House, in Vicar Street, on the site of the old post office, the impressive Victorian front of which is being retained. Design is by Scott, Brownrigg and Turner, Ltd., of Glasgow.

The development is by Graham House Investments, a company jointly owned by Wight Investments (Palmont), a subsidiary of Wight Construction Holdings, and Alex Lawrie Properties, a subsidiary of Walter Duncan and Goodrick. Letting is through Hillier, Parker, May and Rowden, of Edinburgh, and Jones Lang Wootton, of Glasgow.

Work has begun on the second phase of the central area redevelopment in Sale, Cheshire, which is being carried out by Langford Property Co., and Daughtry.



Garden House, in Long Acre, Covent Garden, is a renovation office scheme carried out by the English Property Corporation.

Co., a subsidiary of Beaumont Properties. This phase, part of a six-acre scheme, will comprise nine individual shops of varying sizes, totalling some 23,680 sq. ft., which are to give on to a covered pedestrian mall.

It will adjoin the recently reopened covered market hall and link Town Square with Hereford Street, opposite the entrance to the new Tesco department store, which is now nearing completion. Parking will be provided at first-floor level and be linked by bridges to the existing multi-storey car park and to the roof of the new Tesco store.

A building contract worth £500,000 has gone to J. Jarvis, of Sale, and completion is due early next year. Design is by Turner, Lansdowne and Partners, of Manchester, and letting is through Hesley and Baker.

In the industrial sector Dimsdale Developments (South East) and Grovevale Properties, a wholly owned subsidiary of Associated Newspapers, are to carry out a joint industrial partnership scheme with the London Borough of Hounslow.

Designed by Southgate Associates, the scheme will have an investment value of more than £1m and will comprise 44,500 sq. ft. of industrial and warehousing space at Piter Road, Feltham, Middlesex. Construction is due to begin this month for completion about next March. Lettings will be available from 5,000 sq. ft. at rents of £2 a sq. ft. Letting is through Harold Williams Bennett and Partners, Brian Cooper and Co., and Daughtry.

A new addition to the London office market, Garden House, in Long Acre, which extends through Floral Street just by the Royal Opera House, is a renovation scheme carried out by the English Property Corporation.

The operation took in two buildings now joined by a new link and provides some 10,000 sq. ft. of offices on five floors, and 3,660 sq. ft. of industrial or storage space in the basement. The top floor of the rear building retains its original timber vaulted warehouse roof. The scheme is in the sensitive Covent Garden area and the character of the buildings has been retained. The architects were Scott, Brownrigg and Turner. Letting is through E. A. Shaw and Partners and the rent is £90,000 a year.

Another interesting office building available for letting is the former headquarters of the Beatles at 54 St James's Street, Westminster, which the Esso Pension Trust has put on the market through Herring, Son and Daw. The building, which is on the corner of Bennett Street, is built in the Georgian style and has a large bay window on the first floor.

It has been extensively modernized and has had a fifth floor added. There is air conditioning and double glazing. Accommodation totals 11,363 sq. ft. including five floors of offices and ground floor and basement showrooms. It is available at £130,000 a year on a lease of 20 or 25 years.

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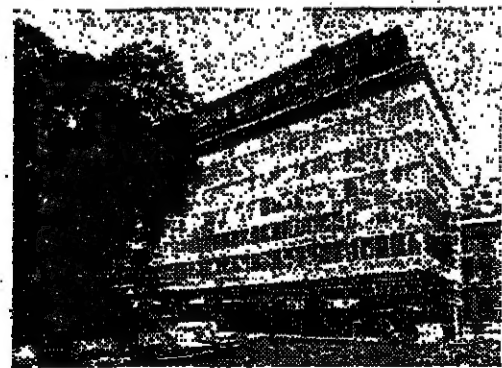
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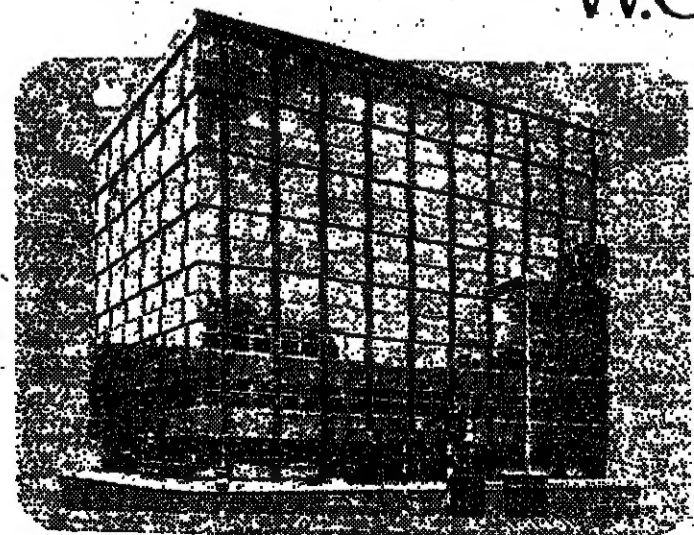
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CANNELL—On May 15th, 1977, at 11.00am, at St. Mary's Church, London, the funeral of Mr. John Smith, nee Jones, aged 78, who died on May 10th, 1977, at his home, 12, The Quadrant, London WC2N 2JF. Burial in the churchyard. Flowers by family.

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YOUNG—On May 15th, 1977, at 11.00am, at St. Mary's Church, London, the funeral of Mrs. Mary Jane Smith, nee Jones, aged 78, who died on May 10th, 1977, at her home, 12, The Quadrant, London WC2N 2JF. Burial in the churchyard. Flowers by family.

ZIMMERMAN—On May 15th, 1977, at 11.00am, at St. Mary's Church, London, the funeral of Mr. John Smith, nee Jones, aged 78, who died on May 10th, 1977, at his home, 12, The Quadrant, London WC2N 2JF. Burial in the churchyard. Flowers by family.

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PERSONAL COLUMNS

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ANNOUNCEMENTS

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